TRADE AND INDUSTRY

8 June 1972 Volume 7 No 10 10p

Preparing for Europe: how a small firm is meeting the challenge

Birthday Honours for exports

Footwear and textile statistics

United States sources of supply of British consumer goods

Review of Anglo-Irish Free Trade Agreement

Nigeria and Kenya.

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British Industrial Exhibition

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St Michael®

Marks & Spencer Ltd

Another record year
Sales: £463,022,000. Profits: £53,766,000

The 46th Annual General Meeting of the Company was held at The Dorchester Hotel, Park Lane, London, W.1. on Tuesday, 6th June, 1972. The following are extracts from the statement by Mr. J. Edward Sieff, Chairman:

The Year's Results

I am pleased to announce that our sales and profits have once again reached new records. Our gross sales have increased by £46,337,000 to £463,022,000 compared with £416,685,000 last year. In comparing these figures, it should be borne in mind that last year comprised 53 trading weeks against 52 in this year.

Our total profit for the year before tax has increased from £50,115,000 to £53,766,000. From this must be deducted Corporation Tax amounting to £19,350,000, leaving the sum of £34,416,000 available for distribution.

The Directors recommend a final dividend of 21½ per cent, making a total distribution for the year of 31¼ per cent. Last year the dividend was the equivalent of 28½ per cent calculated on the Share Capital as increased by the scrip issue made in August. Profits have been reached after charging £1,270,000 representing the cost of exceptional price reductions in April and July last year which we introduced immediately in response to the reduction of Purchase Tax rates and to the halving of Selective Employment Tax.

99% British Goods

It has been the policy of our business for nearly half a century to purchase as much of our merchandise as possible from British suppliers. We shall maintain this policy as long as we can obtain from our home based manufacturers goods of the right qualities in attractive styles and at competitive prices.

The volume of demand which we generate in our stores provides employment for a large number of people throughout the United Kingdom. This is an important consideration at a time when many people are facing the hardship and indignity of being out of work, through no fault of their own.

Store Development

In the current financial year we have added 250,000 sq. ft. of selling space. We have built three new stores—in Basildon, Bootle and Salford—and a much enlarged store in Southport on a new site. Furthermore, extensive development plans have already been made covering several years ahead and involving the expenditure of nearly £20,000,000 per annum.

There is a pressing national need to improve and preserve the existing centres in towns which have developed over the years along with commercial, business, cultural and other social activities. Haphazard shopping centre development out of town must not be allowed to cause urban decay in town centres and add to the erosion of green belts or agricultural land.

"St Michael" Clothing

During the last financial year our clothing sales, which include our footwear and household textiles departments, have grown by £29,044,000 to £326,809,000.

The increasingly fashion-conscious customer—and this goes now for men as well as women—demands a much faster rate of change in colours and styles, calling for a flexible production and distribution system.

"St Michael" Foods

Our food sales this year reached £126,651,000 compared with £109,571,000 last year. We have maintained the impetus in our growth against the background of a difficult year in the food trade. This, we believe, is because of the uncompromisingly high standards of our foods, based on the high grade raw materials we specify and our meticulous control of quality and freshness.

We have successfully developed new lines of convenience foods and are now experimenting with a small range of specialized frozen foods.

Quality Control

The high and consistent quality of "St Michael" goods is our primary consideration. The cost of poor quality, in terms of wasted manpower, production, transport, handling and the inconvenience to customers, is very heavy.

Together with our suppliers we are working to ensure that quality production and quality control are improved through better methods, better inspection, better training and, above all, through greater awareness and a greater sense of involvement among both management and staff.

Exports

Our export sales, which have doubled since the devaluation in 1967, are now approaching £10,000,000.

We have been concentrating our business and developing new forms of co-operation with selected retailers abroad. We believe in long-term development based on mutual understanding, encouraged by frequent personal contacts and a common approach to merchandising, administration and human relations.

Tribute to Manufacturers

I warmly thank our suppliers and their staff for their co-operation and support in the year under review.

The unique relationship we enjoy with our manufacturers has been built up over many years of joint effort to extend and improve the range of "St Michael" merchandise. Our partnership is based on commercial and technical collaboration between independent companies with a common interest and approach to production, management and human relations.

Tribute to Staff

We are convinced that, in a service industry like retailing, good relations with the public depend very largely on good human relations within the business itself, based on job security, personal satisfaction and well-being. We attribute much of the success of our business over the years to our continued efforts to foster good human relations.

I know that you will wish to join me in thanking all our staff in Stores and in Head Office for their devotion and enthusiasm.

TEN YEAR GROWTH

YEAR ENDED 31st MARCH	TURNOVER	PROFIT BEFORE TAX
1972	£463,022,000	£53,766,000
1971*	£416,685,000	£50,115,000
1970	£360,935,000	£43,705,000
1969	£317,336,000	£38,123,000
1968	£282,306,000	£33,871,000
1967	£255,770,000	£30,659,000
1966	£238,015,000	£29,618,000
1965*	£219,791,000	£27,506,000
1964	£201,494,000	£24,920,000
1963	£184,878,000	£22,305,000

*(53 weeks)

A COPY OF THE FULL REPORT CAN BE OBTAINED FROM
THE REGISTRAR, MICHAEL HOUSE, BAKER STREET, LONDON, WIA IDN.

PREPARING FOR EUROPE—9

Small firm welcomes European challenge

This article is one in a series showing how firms are gearing themselves for the enlarged European Community. The series describes preparations being made by managements throughout Britain, in different industries and with labour forces ranging from tens to thousands. Each article will deal with one or more aspects of 'Preparing for Europe'. The complete series will cover sales and marketing, design and production, purchasing, distribution, and implications for trade in the home as well as export markets.

Company:	Govancroft Potteries Ltd.
Address:	Glasgow
Products:	Stoneware, oven-to-tableware, tea and coffee services
Labour force:	110
Turnover (1971):	£300,000
Exports:	£70,000 (plus £150,000 indirectly through the Wine and Spirit Trade)
Chief markets:	USA, Canada, Australia, Scandinavia

GOVANCROFT are one of the few pottery firms left in the West of Scotland. Managing director Jeffrey Yorke believes the company's determination to keep abreast of changing market conditions has a lot to do with this.

'Many potteries have closed down throughout the country because they did not adapt to change. But in any firm one must be prepared for it all the time. We have rung many changes in our time here and are about to see more in the near future, particularly in view of EEC entry.'

Originally Govancroft came to Glasgow to make jars for the jam and marmalade industry. They now have a steady business in flagons for the whisky industry and they are also entering the rum and wine trades and the cosmetic trade. Their latest expanding lines are oven-to-tableware goods. In between numerous lines, now extinct, have passed through their kilns.

'We have lost many markets in the past through changing trends, customs and other circumstances,' continues Mr. Yorke, 'including stone jam jars, ink and glue pots, insulators for tramcars and hot water bottles. But each time we saw changes coming we made sure of replacing disappearing lines with new ones.'

Recent preparations for the future have included a rationalisation programme, new investment and a shift in product and market emphasis. Govancroft's whisky flagon business is still substantial but has been unpredictable in recent years. Future expansion lies in the direction of oven-to-table stoneware goods, introduced during the last six to seven years and based on modern design.

Sales expansion in Europe

Until a couple of years ago, Europe did not feature in Govancroft's activities. Tariffs were a disincentive and the American and Canadian markets were highly profitable. An early whiff of the wind of change however turned the company's attention to the Continent. Govancroft have started to build up a network of distributors there. They have made good pro-

(continued on next page)

Some of the flagons and oven-to-table stoneware made by Govancroft Potteries.

gress in Scandinavia and Belgium and are negotiating distribution arrangements in France, Germany, Luxembourg and the Netherlands. In February Mr. Yorke was in Italy as a member of the Scottish Export Committee Trade Mission and, helped by the Commercial Section of the Consulate-General in Milan, he made many contacts which could lead to the appointment of a distributor and an improvement in the company's position in the Italian market.

Exports to the EEC are now around £7,000 a year—not a great amount but in Mr. Yorke's opinion an important beginning. 'If we can start selling now with the tariff barriers against us, I believe we shall be better placed for the future and already geared to expand sales once we are a member of the Community. I expect Govancroft's sales to the Community to increase at least tenfold by the time tariffs are completely removed in July 1977.'

Designing for the Community

Govancroft anticipate selling in the sophisticated Community on attractiveness of design as well as the qualities of stoneware. On the design front they anticipate tough competition, particularly from Italy. But the Italian industry is largely ceramics and Govancroft aim to exploit fully the particular qualities of stoneware which is fired at a greater temperature and is consequently tougher and more heat resistant. In this context the British Stoneware Manufacturers Association are working on ways to promote the differences and qualities of stoneware as opposed to other earthenware and ceramics.

At first the company used a consultant designer, but now Govancroft employ their own. They have recently set up a design studio and an assistant will soon be joining Kenneth Southall, the company designer. He is given a fairly free hand to design within the factory's capabilities. In an effort to find ideas for new products both managing director and designer travel extensively visiting factories and exhibitions in the UK and overseas.

The latest design venture could bring the company publicity benefits as well as stimulate new ideas. Mr. Southall and his assistant will spend part of their time working on their own account, trying out new ideas and making their own 'one-off' products using the studio and factory facilities. They will be able to exhibit or sell these items and the only stipulation is that Govancroft's name appears on the work. The company feels that there is a demand for high quality artistic 'one-off' jobs. The project might be good for prestige and could prove a seedbed for new product ideas.

Small firm's flexibility

Govancroft do not hesitate to try out new lines whenever they feel they are on to something good. 'We can launch a new range with only £5,000 or so,' says Jeffrey Yorke, 'and we are certain of being able to sell this amount quite easily. This is one of the beauties of being a smallish firm. We are able to work in small runs and experiment more. We are extremely flexible and can react quickly to market opportunities and changes both in terms of factory operations and of design requirements. This flexibility will stand us in good stead inside the European Community.' Even greater versatility will be possible after the company's new investment programme—part of their European plan of campaign. This summer a new kiln will be installed which will expand production capacity by over 50 per cent for oven-to-tableware, the growth area offering the greatest potential in Europe.

A new press machine and other equipment will also be installed, giving the company greater flexibility, again in the oven-to-tableware field. It will create more scope for design and enable expansion into the cookery range with such things as oval, fish and roasting dishes, sauce boats, etc., 'Now is the right time to give the wheels of change a new jerk forward,' believes Jeffrey Yorke, 'with the EEC on the horizon and additional Government incentives for investment.'

Anticipating change

'The important thing is to anticipate change before it is forced upon you. Joining the European Community will mean a change for us—but by no means the first in our history. It will provide a challenge and a great opportunity and we intend to be in there in good time.'

Export Publicity for Industry

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office covering your area.

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NORTH MIDLAND: Mr. T. Cooban, Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (0602 46121—Telex 37572).

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WELSH OFFICE: Mr. Brian Evans, Director, Welsh Office Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066—Telex 49327).

'EEC is not just a large firm's club'

—Lord Drumalbyn

'THE EEC is not just a large firm's club; it is a co-prosperity zone,' said Lord Drumalbyn, Minister without Portfolio, at the Association of British Chambers of Commerce dinner for the Permanent Conference of EEC Chambers of Commerce at the Grosvenor House Hotel in London on June 2.

He went on: 'I would like to say a word about small firms—a sector of our economy which has recently been particularly engaging our attention. The strength of the small firm lies in its ability first to produce the specialised goods and services that consumers are increasingly demanding and secondly, to operate in certain fields where economies of scale are less important, frequently as a sub-contractor to a larger manufacturer or assembler. The unification and enlargement of the market will provide much greater opportunity in both these areas.

'Unification does not mean uniformity; the essential characteristics of the individual markets will remain. The prosperity generated by the enlargement of the market will mean that there will be increasing numbers of discriminating consumers demanding better designed and more individual goods. This is just the kind of environment in which the small firm can flourish. Similarly the increased economic activity that will result will mean more work at every stage in the production process, including small firms who are sub-contractors or component producers.

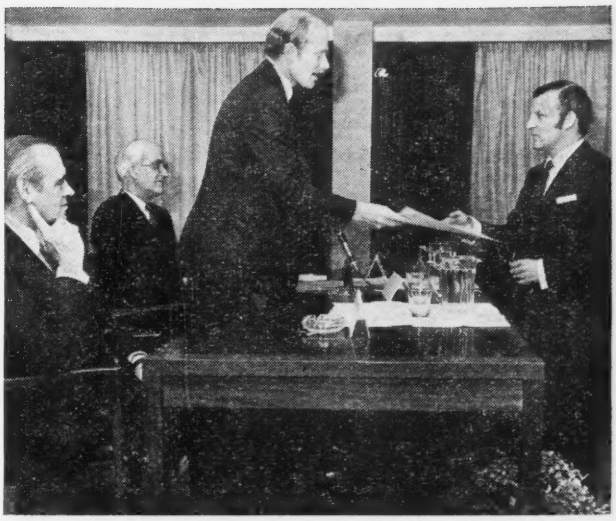
'These benefits will be felt by small firms in all the countries in the enlarged Community and in the associated countries. The benefits will be greater and more readily realised if small firms in the member countries appreciate the value of co-operation and actively seek to assist each other to gain access to their respective markets, thereby increasing the range of goods and services that each is able to offer. It seems to me that the Chamber of Commerce movement is exceptionally well placed, through the Permanent Conference and the links between Chambers in different countries, to encourage contacts between small firms and to create the right climate for such co-operation.

'I hope that you will not think it presumptuous of me to say that Britain has a good deal to offer the Communities through her long history as an industrial nation and her wide experience in international trade. The Community is still in the early stages of developing common industrial and technological policies. We believe—and I hope you share our belief—that we are well equipped to make a significant and positive contribution to solving the many problems that lie ahead.

'One thing I hope will be clear—Britain will not be entering the Communities from a position of economic weakness. Mr. Anthony Barber's recent budget contained three main themes. These were the encouragement of industry to modernise and invest, the need for sustained and faster economic growth, and the reform of taxation. These themes were accompanied by a substantial programme of tax remission, demonstrating the resolve of the Government to get the economy in good shape. The Government's aim is to be fair to all sections of the people. This aim has been expressed in the way our tax remissions have been planned and in the promise of a drastic reform of the tax system. Also we have announced long-term measures to help the less prosperous regions. These measures as you will have seen from the Bill now before our Parliament, are intended to be maintained at least until the transitional period of entry is over.

'We believe that this is a good moment for a new effort to deal with the imbalance between our regions, and to ensure that the growth for which we are planning shall accrue over the economy as a whole.

'For us this moment in our history is an exciting and challenging one. I think I have said enough to show the Government's determination to make the most of it. Our Chambers of Commerce in the UK expect to play their full part in mobilising the fruits of our experience in the service of the enlarged Community, and when your General Assembly next meets in London (which I hope will not be too far ahead), I am confident that we shall be able to report that the operation has been successfully completed and the benefits are already apparent.'



Lord Limerick, Parliamentary Under-Secretary of State for Trade, presenting a prize in the National Westminster Bank's Young Exporter Award competition to Mr. John Farnhill, of The Plessey Co. Ltd., who won second prize of £500 in the group leader section (see last week's issue, page 386). On the left are Mr. W. B. Davidson (nearest the camera), chief executive of the bank, and Mr. J. F. Prideaux, chairman.

'Computer industry on way to becoming world's third largest'

—Mr. Michael Noble

SPEAKING at an IBM lunch at Gourock on June 2, Mr. Michael Noble, Minister for Trade, said:

'The history of the computer industry is one of rapid growth extending back to its origins in the early 1950s. IBM, which has sold two-thirds of the world's computers, has been pre-eminent amongst the world's computer companies. You have captured the lion's share of the market in all of the countries in which you operate with, if I may say so on such an occasion as this, the sole exception of the United Kingdom, where you are competing alongside a strong indigenous industry as well as other major American-owned companies. Here in the Lowlands we have come to talk of the 'computer belt'—an apt name for an area where computer manufacturing plants stretch from east to west across the breadth of the country. We in the Government can say unhesitatingly that we greatly welcome your presence here in Scotland and recognise the contribution you are making to employment, to exports which are my particular concern, and to the economy generally. The competitive atmosphere which exists amongst the various computer firms here seems to me to be a very healthy one.

'As we have known for some time, there has been evidence of a slowing-down in the demand for computers. This is a new phenomenon which began in the USA in 1970 and spread to Europe, including the United Kingdom last year. My Department's figures for computer output in 1971 published a few weeks ago, bear witness to this. This situation has led to a sharpening of worldwide competition, and to changes in the shape of the industry. We have seen the intercompany and international realignments which have taken place in the USA, Europe and Japan, some very recently but all of them within the space of about the past 18 months. One sees in the new links amongst those who have survived a determination to continue to compete in more difficult conditions with IBM as the world giant. I have no doubt that you yourselves, within IBM, welcome the stimulus which such competition will provide.

'But looking to the longer term the prospects for the computer industry still seem bright. I can do no better than repeat the oft-quoted statement of your own Jacques Maisonrouge, chairman of your United Kingdom company that the computer industry before 1980, seems certain to become the world's third largest, after

(continued at foot of column 1, next page)

Birthday honours for exports

THE following personalities figured in the Birthday Honours List for services to export:

Knights Bachelor

Mr. Allan Ivor Baker	Chairman, Baker Perkins Holdings Ltd.
Mr. Donald James Barron	Chairman, Rowntree Mackintosh Ltd.
Mr. Montague Illtyd Prichard	Chairman, Perkins Engines Group Ltd.
Mr. Leonard Redshaw	Assistant managing director, Vickers Ltd.

CBE

Mr. R. J. Attenborough	Chief executive and deputy chairman, Matthew Hodder Ltd.
Mr. A. R. Belch	Managing director, Scott Lithgow Ltd.
Mr. J. E. Chick	Executive chairman, Simon Carves Ltd.
Mr. J. K. Dick	Chairman and managing director, Mitchell Cotts Group Ltd. and lately chairman, British National Export Council for Middle East Trade
Mr. A. G. Howe	Chairman and managing director, the Steel Group Ltd.
Mr. L. R. Price	Chairman, Honeywell Ltd. and Honeywell Information Systems
Mr. G. W. Searle	Chairman of the executive committee and director of finance and planning, British Petroleum Trading Ltd.
Mr. B. S. Wheble	For services to international trade and export

OBE

Mr. J. C. C. Davies	Chairman, Letraset Ltd.
Mr. J. Garston	Executive director and general manager, Hawker Siddeley Aviation Ltd.
Mr. S. Gross	Chairman and joint managing director, Gross Cash Registers Ltd.
Mr. J. A. Johnstone	Executive director marketing, Hawker Siddeley Aviation Ltd.
Mr. S. W. Kaye	Assistant managing director, tube division, British Steel Corporation
Mr. G. B. Longbottom	Director and divisional manager, The Hymatic Engineering Company Ltd.
Mr. D. Morgan	Deputy managing director, Dowty Mining Equipment Ltd.
Mr. L. C. Myerscough	Manager, quality control department, Radiochemical Centre
Mr. F. R. Ratcliff	Chairman and joint managing director, Ratcliffs (Great Bridge) Ltd.
Mr. D. P. E. Shepherd	Commercial director, Vosper Thorneycroft Ltd.
Mr. J. A. Stafford	A director, Rank Precision Industries Ltd.
Mr. R. Viner	Chairman and managing director, Viners Ltd.
Mr. W. H. Westphal	Managing director, Rentokil Group Ltd.
Mr. J. White	Lately executive director and general manager, Hawker Siddeley Aviation Ltd.

MBE

Mr. W. L. Beavington	Personnel relations manager, Weybridge Division, British Aircraft Corporation Ltd.
Mr. A. R. Bunce	Chief project engineer, British Ropeway Engineering Co. Ltd.
Mr. B. G. Butcher	Overseas exhibitions executive, Russells (Paddington) Ltd.
Mr. H. Dros	General manager, J. Meredith-Jones and Sons, Cambrian Leather Works
Mr. W. J. Eastwood	Export manager, C. Shippam Ltd.
Mr. A. Green	General superintendent (despatch and car assembly belt), British Leyland (Austin/Morris) Ltd.
Mr. L. R. Jolly	Exhibitions secretary, Society of British Aerospace Companies
Mr. E. C. Moore	Works manager, diesel engine components division, Associated Engineering Ltd.
Mr. A. J. Rodwell	For services to brewing industry and export
Mr. E. B. Seymour	Export manager, Beatson Clark and Co. Ltd.
Mr. G. Walker	General works manager, Preston division, British Aircraft Corporation Ltd.
Mr. E. D. Wynn	Chairman and managing director, Wynstruments Ltd.

MR. NOBLE ON COMPUTER INDUSTRY

continued

petroleum and automobiles. This is indeed an inspiring and at the same time a challenging thought for the computer industry, and a source of encouragement for its suppliers in the electronics industry more widely. I think that already there may be signs that the climate is beginning to change for the better. But at Greenock I believe that you have passed through this difficult phase successfully. Here you have provided employment for some 2,000 people, and this level you have maintained intact. This stability of employment reflects much credit on the policies and the foresight of your organisation.

'I am sure that all who are here today will have welcomed the new measures to encourage industrial and regional growth which were announced in the Budget. I need not take up your time in going into detail but it may be worth mentioning some of the features of the new measures which are likely to be of great benefit to Scottish industry.

'Firstly, new regional development grants will be available to existing industry in Scotland as well as to newcomers. It is certainly essential to encourage entirely new projects, but we believe also that a major part of the industrial growth that Scotland urgently needs must be sought from the firms that are already established here. Secondly, the grants will be available for modernisation schemes as well as for projects creating new employment. We believe that this is essential also. It is clearly no use confining ourselves to encouraging new industrial development and refusing help for the modernisation schemes that many industries need to undertake to remain competitive and preserve jobs in the future. Thirdly, we are going to supplement the new tax allowances and regional development grants by means of selective assistance. The automatic measures of assistance provide a very real incentive for industrial growth in the regions, but no automatic system of aid can be expected to deal fully with the wide variety of problems which we confront today. The powers we are seeking to grant selective assistance will enable us to tailor support to the individual characteristics of particular projects or regions. Flexibility in this sense is vital.'

SITPRO to campaign in West Midlands

SITPRO—the Simplification of International Trade Procedures Board is organising a campaign about the 'aligned' system of documentation in the West Midlands, with the help of the Birmingham Chamber of Commerce and Industry.

The central feature of the campaign will be a forum at the Chamber's headquarters in Harborne Road, Birmingham, on June 27. Mr. Bernard Scott, President of the Chamber, will introduce Lord Thorneycroft, Chairman of the SITPRO Board and of the British Overseas Trade Board, who will speak about SITPRO's role in world wide efforts to simplify and standardise export documents and procedures. Mr. John Raven, Director of SITPRO, will detail the problems facing exporters throughout the world and Mr. Don Smith, export documentation manager for Laporte Industries, will describe his personal experience of the 'aligned' system.

The forum will end with a question and answer session chaired by Mr. B. S. Wheble, a former director of Brown Shipley and Co. and a member of the SITPRO Board. The panel will include Mr. Raven, Mr. Smith, Mr. J. A. Horne, Secretary to the SITPRO Board, and others able to answer any question about the system and how staff can be trained in its use. There will also be practical demonstrations of documents in the aligned system being prepared by various types of office reproduction machinery.

Co-ordinator of Industrial Advisers appointment

MR. John Davies, Secretary of State for Trade and Industry, has approved the appointment of Mr. K. J. Griffin as Co-ordinator of the Industrial Advisers with the Department of Trade and Industry, with effect from July 1, 1972. He succeeds Mr. D. W. Hardy whose term of appointment and two-year secondment will be complete on June 30.

Mr. Hardy has been appointed to the board of Tate & Lyle Ltd. as group finance director, and will be a member of their Group Policy and Executive Committees from July 1, 1972.

Mr. Griffin, OBE, is 42 and has been on secondment from the Electrical, Electronics and Telecommunications Union-Plumbing Trade Union since January 1971. He was for 12 years Area Secretary, Cardiff Area of the EETU-PTU and became an Industrial Adviser in January 1971. He was also district secretary of the Confederation of Shipbuilding and Engineering Unions in South Wales for 10 years. Mr. Griffin served on a number of committees and advisory bodies both within and outside the trade union movement. He was appointed a member of the Welsh Council in 1968 and is presently a member of the Commission on the Constitution to which he was appointed in 1969.

The following is a list of the Industrial Advisers with the Department:

	Previous appointment
K. J. Griffin (Co-ordinator)	Area secretary, Cardiff Area, Electrical, Electronics and Telecommunications Union-Plumbing Trades Union.
D. J. Liston	General manager, Plastics Group, Metal Box Ltd., and managing director, Shorko-Metal Box Ltd.
H. Campbell	Research manager, Chloride Group; general manager of two companies in the Chloride Group—Electric Power Storage Ltd. and Alkaline Batteries Ltd.
F. D. Banks	Financial controller, Rank Leisure Services.

Notes

Industrial Advisers were first brought into Government in 1964 in order that Departments should have the benefit of up-to-date and independent experience and advice in the formulation of industrial policy. They are available to provide advice from within the Department across the whole range of its responsibilities. (They should not be confused with the team of businessmen centred in the Civil Service Department who concentrate more on problems of civil service organisation and management.)

The Industrial Advisers are usually men with Board experience on two-year secondment from their firms and in Mr. Griffin's case, from the trade union movement. Although assigned to individual areas of work they operate very much as a team, each drawing from the others experience of the different fields of industry and of the various aspects of management expertise. In addition to general advice on policy they are available for consultation on particular problems, for participation in projects, and for membership of committees and working parties. They also provide advice for other Departments and are members of EDCs.

Clearance of merger proposals by the DTI

THE Department of Trade and Industry announce that on the information at present before them it is not their intention to refer to the Monopolies Commission, under the provisions of the Monopolies and Mergers Act 1965, the proposed merger between the following companies:

Hudson's Bay Company Fur Sales Ltd. and Anning, Chadwick & Kiver Ltd.

and

the acquisition by British Insulated Callender's Cables Ltd. of the power-factor-correction capacitor business of Bryce Capacitors Ltd.

Mr. K. J. Griffin (right), who will be Co-ordinator of the Industrial Advisers with the DTI from July 1, with Mr. D. W. Hardy, whose term of appointment in the post ends at the end of this month.

Applications for investment grant

THE Department of Trade and Industry has accepted since April 1, 1972 applications for investment grant in respect of capital expenditure incurred in the period October 1 to December 31, 1971. Such applications have been payable from April 1, 1972.

The Department now announces that applications in respect of the following quarter January 1 to March 31, 1972 will be accepted from July 1, 1972 and that payment on such applications, after approval, will begin from that date.

The Department also reminds applicants that, by virtue of the Investment Grants Termination (No. 1) Order 1971 and of the Direction made under it on August 16, 1971, no investment grant will be made in respect of expenditure incurred in the period April 1 to June 30, 1969 unless application on the appropriate form and accompanied by any relevant documents including a report by an independent accountant is made to the Department of Trade and Industry before July 1, 1972. Applicants should ensure that they have duly completed the appropriate form and forwarded it to the reporting accountant in sufficient time to enable him to examine and report on it and for the documents to be received by an Investment Grants Office not later than June 30, 1972.

Applications relating to expenditure incurred in the period July 1 to September 30, 1969 must likewise be made before October 1, 1972. Firms contemplating applying for investment grant towards expenditure incurred on the production of prototypes must also comply with these requirements. Guidance on the preparation of forms may be obtained from the appropriate office.

The addresses of the offices are: Department of Trade and Industry, Investment Grants Office

Colman House,
Victoria Avenue,
Southend-on-Sea, SS2 6DU,
Tel. (0702) 41341 and 41362
Telex 99288.

St. Peter's House,
Stanley Precinct,
Bootle, Lancs. L20 3LZ.
Tel. 051-922 4030.
Telex 627162.

24/26 Newport Road,
Cardiff, CF2 1SY.
Tel. (0222) 42611.
Telex 49538.

Queensway House,
West Precinct,
Town Centre,
Billingham,
Teesside, TS23 2NF.
Tel. (0642) 553671.
Telex 58608.

Magnet House,
Waterloo Street,
Glasgow, C.2.
Tel. 041-221 9833.
Telex 77611.

UK and Iran to set up Joint Commission on Trade and Economic Development

AT the invitation of His Excellency, Hushang Ansary, Iran's Minister of Economy, Mr. John Davies, Secretary of State for Trade and Industry visited Iran from May 27 to May 29.

During his stay in Iran, the Secretary of State was received in audience by His Imperial Majesty Aryamehr, Shahanshah of Iran. He also met His Excellency, Amir Abbas Hoveyda, the Prime Minister of Iran; His Excellency, Abbas-Ali Khalatbari, the Minister of Foreign Affairs; and His Excellency, Khodadad Farmanfarmaian, managing director of the PLAN Organisation.

In the course of his visit, the Secretary of State visited industrial installations in Iran and was deeply impressed with the pace of the country's rapid economic growth.

The Secretary of State and the Minister of Economy of Iran held a number of meetings during which matters relating to the trade and economic co-operation of the two countries were discussed. The two ministers, sharing a common interest in furthering trade and economic co-operation between the two countries, decided to set up a Joint Ministerial Commission and, upon signing a Memorandum of Understanding to this effect, held the Commission's first session in Tehran.

The Iranian party referred to the rapid economic growth of Iran's economy in recent years and gave a brief account of preliminary targets for Iran's Fifth Development Plan. The British party expressed the readiness of its country to participate in the implementation of this plan, and brought to the attention of the Commission the British proposal to ensure the provision of finance for major projects up to an amount of £50 million, which could be increased as agreed between the appropriate authorities of the two countries. The British party also informed the Commission of the reduction in the special interest rate for medium and long-term credits from 6½ per cent to 6 per cent.

Recognising the existence of favourable conditions and prospects, both sides reaffirmed their determination to expand trade between the two countries. The Commission noted that Iran was desirous of diversifying and expanding its exports to the United Kingdom and the British party promised its assistance in the achievement of this objective. The British party also assured the Iranian party that the British accession to the European Community will not stand in the way of strengthening trade relations between the two countries but, on the contrary, should provide a stronger basis for expanding trade between Iran and the United Kingdom.

The two parties also agreed that great possibilities exist for the establishment of joint ventures in Iran with a view to meeting the requirements not only of Iran and the United Kingdom but also of third countries.

To this end, the Commission agreed that the United Kingdom will set up a high level investment committee composed of leading businessmen, industrialists and financiers who will lend assistance to encouraging investment in Iran.

It was further agreed that a similar committee will be formed in Iran to work closely with the British committee. The two committees, upon making the necessary studies and identifying promising joint venture fields, will organise a high-level investment conference in Iran.

The second session of the Joint Ministerial Commission will be held in London at a date to be decided in 1973.

The following is the text of the Memorandum of Understanding.

Memorandum of understanding

The Secretary of State for Trade and Industry of the United Kingdom of Great Britain and Northern Ireland, Mr. John Davies and the Minister of Economy of the Imperial Government of Iran, Mr. Hushang Ansary, sharing a common interest in furthering trade and economic co-operation between the two countries, desiring to take further measures to facilitate and augment discussion towards this end, have decided to set up a Joint Commission with the following terms of reference:

(1) The chairmen of the Joint Commission will be the Secretary of State for Trade and Industry and the Minister of Economy or other ministers representing them, assisted by members who will be high officials of the two governments.

(2) The Joint Commission will seek to identify and review from time to time areas of common interest in the furtherance of economic, commercial, technical and technological co-operation between the United Kingdom and Iran, and in particular, how the two countries can best co-operate in the implementation of development plans and in facilitating bilateral and multilateral trade.

(3) The Joint Commission will facilitate direct negotiations between commercial and industrial bodies from both sides and will explore the possibility of joint ventures, joint manufacturing programmes between industrial groups and companies in both countries, together with the scope for extending technological collaboration between such parties.

(4) The Joint Commission will meet about once a year in Tehran and London alternately. The Joint Commission may delegate to committees of officials such matters as the Joint Commission may decide. A Joint Secretariat will be responsible to the Joint Commission for the day-to-day handling of the Joint Commission's affairs.

(5) The full title of the Joint Commission will be the Joint Ministerial Commission for Trade and Economic Development.

Secretary of State for Trade and Industry of the United Kingdom of Great Britain and Northern Ireland

Minister of Economy of the Imperial Government of Iran

Design Council's autumn training programme

THIS autumn the Design Council is organising 14 training conferences and courses for people from many walks of life including retail executives, sales staff, designers, engineers, planners, farmers and management on subjects ranging from shopping centres and street furniture to symbols. The conferences to be organised by the Design Council include one for planners, architects, developers and retailers on design aspects of shopping centres and another on the furnishing of small hotels at which hotel managers will be able to meet and discuss the latest trends in their particular field.

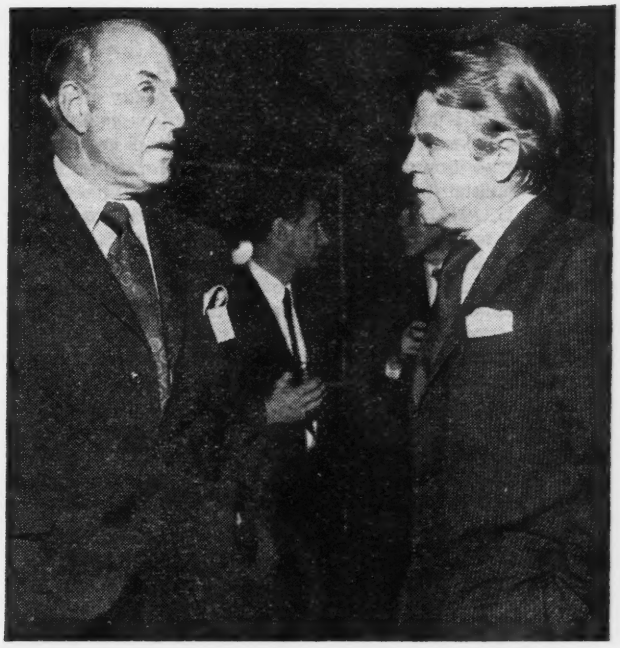
The preliminary programme of training sessions for the autumn is as follows:

*September	Toys	International Distillers and Vintners Training Centre, London
*September	'Street Furniture in Southern Europe' seminar	London: exact venue to be finalised
September 26/27	'The Design and Use of Symbols' conference	Scientific Societies Lecture Theatre, Savile Row, London
*September/October	Conference for Carpet Designers	Venue to be finalised
*October	Management conference on new shopping centres	London: exact venue to be finalised
October 3-6	Industrial Design course for engineers	Clifton Ford Hotel, London
October 16-20	Floor-coverings course	Pendrell Hall, Wolverhampton
October 23-27	Furnishing fabrics course	Holly Royde College, Manchester
October 23-27	Dress fabrics course	Holly Royde College, Manchester
*November	Management conference on small hotels	London: exact venue to be finalised
November 2, 9, 16, 23	Series of four seminars for senior engineering management	Royal Institution of Great Britain, London
December 6-8	'Human Values in Design' course	London: exact venue to be finalised

* Exact dates to be arranged.

Companies sending staff to any Design Council courses who are covered by a Training Board levy and grant scheme should apply for a grant to the appropriate Board. Full details and booking forms for these courses and conferences can be obtained on request from the Training Section, Design Council, 28 Haymarket, London SW1Y 4SU.

Mr. Anthony Grant (right), Parliamentary Under-Secretary of State for Industrial Development, with Monsieur R. Arbey, president of the International Federation of Small and Medium-sized Industrial Enterprises, at the annual luncheon of the Smaller Businesses Association. Mr. Grant, who has special responsibility for small firms, spoke at the luncheon.



Mr. Christopher Chataway (right), Minister for Industrial Development, visited Leeds recently during his programme of regional visits. He met trade unionists, industrialists, and members of the DTI Industrial Development Executive Regional Office. The Minister also had a press conference and television interview. He is seen with Mr. W. P. Bulmer, managing director of Bulmer and Lumb, coloured worsted spinners, Bradford, and chairman of the National Wool Textile Export Corporation.

Competition for research on small firms

DTI TO AWARD £2,000

The Department of Trade and Industry announces an open competition for a research grant of £2,000 to be awarded to the best proposal for a six months research project. The research may examine any aspect of the operation, management or exporting activities of small firms in any sector(s) of trade or industry.

Applications are invited from suitably qualified individuals in any walk of life (except Civil Servants) who are currently resident in the United Kingdom.

The successful applicant will be responsible for carrying out the research and for submitting a report to the Department within six months of the commencement of the research, which must have been started by 30th November, 1972. Closing date for entries to the competition is 3rd July, 1972.

Full details and application forms can be obtained from the Department of Trade and Industry, Small Firms Division (2), Room 245, Abel House, John Islip Street, London, S.W.1, telephone 01-834 4422, Ext. 361 or 14.

Imports of woven cotton textiles from Pakistan

ON April 20, the Department of Trade and Industry announced that the United Kingdom had temporarily taken over administration of the Pakistan Country Quotas and invited importers to restate their position with regard to firm orders for cotton textiles placed in Pakistan before December 8, 1971 and still outstanding at March 23, 1972. Importers were asked to confirm that neither global nor country quota import licences were available to allow them to be admitted into the United Kingdom.

Import Licensing Branch has now examined all applications made to them and has issued licences against the Pakistan Country Quotas for those orders which met these conditions and had been shipped by March 27, 1972. The balance of quotas remaining was returned to Pakistan on May 10, 1972. and normal trade was able to resume with effect from that date.

Note

The amounts of the 1972 Pakistan Country Quotas remaining on May 10 were as follows:

Yarn	approx.	250,000 lbs.
Greycloth	approx.	12,800,000 sq. yds.
Finished cloth and made ups	approx.	427,000 sq. yds.

Applications for temporary exemption from import duty

THE Department of Trade and Industry are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by June 22.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.10	4-Hydroxymethyl-2-(iodoethyl)-1,3-dioxolan, mixed isomers	Iodopropylideneglycerol	December 31, 1972	13919
29.38	Tocopherol, mixed isomers, containing not less than 50 per cent by weight of (+)-α-tocopherol	Natural Vitamin E-mixed tocopherols with at least 50 per cent of total tocopherol being the d-alpha tocopherol	December 31, 1972	13892
44.09	Cleft pales, stub-pointed, not less than 914 millimetres nor more than 1.83 metres in length, split from stems or branches of sweet chestnut of not less than 101 millimetres girth	Chestnut pales	December 31, 1972	11623

GOLDEN EAGLE

Ultramar Company Limited

Highlights from the Statement of the Chairman, Mr. Campbell L. Nelson, at the 36th Annual General Meeting on 26th May 1972.

- **Net profit for 1971 was £3,010,000, an improvement of 22 per cent on the previous year.**
- **We have derived most of the growth in our profitability over the last ten years from our refining, marketing and shipping activities.**
- **With our Quebec Refinery now operating at capacity we have trebled the previous refining capacity of the Group to 160,000 barrels per day.**
- **The first well drilled in the East Kalimantan contract area in Indonesia flowed oil at a rate of over 2,200 barrels per day. The second well has extended and confirmed a very large gas and condensate field.**
- **We have an interest in over half a million acres situated in the Northern Basin of the North Sea.**
- **Our rights issue, now successfully completed, gives us just over £12½ million of additional equity funds.**

Copies of the full Statement and the 1971 Report and Accounts are available from the Secretaries of the Company, 1-2 Broad Street Place, London, EC2M 7EP.

Airport security measures

MR. Cranley Onslow, Parliamentary Under-Secretary of State for Aerospace, met the Israeli Ambassador on June 1 in connection with the recent incident at Lod Airport and expressed his sympathy for the victims of this tragedy.

The Minister informed the Ambassador that, following consultations involving the National Aviation Security Committee, HM Government was requesting British airlines to augment the existing stringent security measures on flights to and through Israel by searching baggage carried in the holds of aircraft. In making this request the Government recognised that this additional measure could involve delays to flights and inconvenience to passengers. They believe that passengers will co-operate with the airlines in the implementation of the measures now being taken.

First year of coastguard helicopter, Manston

SINCE its establishment at Manston, Kent, on June 1 last year, the civilian rescue helicopter operated for HM Coastguard by Bristow Helicopter have flown 148 search and rescue sorties and lifted 53 people to safety. It has been the busiest rescue unit in the country.

The outstanding rescue of the year was on March 9, when a boat carrying three elderly men capsized at Margate. The coastguard on duty saw the boat overturn. He alerted the helicopter which went to the scene and winched the three men to safety. Only four minutes elapsed from the time the alert was given to the helicopter reaching the three men in the water.

Commenting on the year's work, Lt. Cdr. John Douglas, Chief Inspector, HM Coastguard, said: 'The skill and co-operation of the unit fully justified the long hours of training and detailed work in sharpening up the operating procedure. The Coastguard Helicopter Unit can be proud of their fine achievements in this very successful year. The aircrews and staff under Captain Anthony Bates have achieved a very high standard of efficiency which is reflected in the very fast call-out times when an incident occurs. Much credit for this fine record is also due to the Coastguard officer in charge, Lt. Cdr. J. T. Fetherston-Dilke (Inspector, Eastern Division) and to Mr. J. Burke, Station Officer at Manston.'

Collision Regulations (Traffic Separation Schemes) Order 1972

THE Collision Regulations (Traffic Separation Schemes) Order 1972 (SI 1972 No. 809) was laid before Parliament on May 31 and will come into operation on September 1, 1972. It makes new regulations governing the conduct of British ships in traffic separation schemes adopted by the Inter-Governmental Maritime Consultative Organisation (IMCO). The traffic separation schemes to which the Order applies are set out in Part II of the Schedule and include those in the Dover Strait and its approaches as well as schemes in other parts of the world.

The regulations make it obligatory for ships navigating in a traffic lane to travel in the proper direction and prohibit them from navigating in a separation zone. Ships may, however, cross a traffic lane or separation zone so long as they do so at right angles or as near thereto as is reasonably practicable.

There are special provisions covering navigation in the new deep-draught route north west of the Sandettie Bank which was introduced on April 3. Except for vessels crossing it, this route may be used only by vessels with a draught of more than 17 metres or vessels which, because of the circumstances, would find it dangerous to navigate in the remainder of the NW bound traffic lane.

Certain classes of vessels are exempted from the Regulations because of the nature of their work. These are fishing vessels, hydrographic survey ships and lighthouse tenders but the exemption applies only when they are actually engaged in their respective tasks. In making these regulations the United Kingdom implements a recommendation on the subject by IMCO. We are the first country to do so but other member states are expected to follow our lead.

Iran plans to buy Concorde

AFTER an 85-minute flight in Concorde 002 on June 4, the Shah of Persia said the national airline, Iran Air, would start negotiations for three of the supersonic jet liners. The 1,060-mile demonstration flight from Tehran was the first supersonic trip of the prototype's 40,000-mile tour.

IDE appoints management consultants for appraisal of UK shipbuilding industry

THE Industrial Development Executive of the DTI has appointed Booz-Allen and Hamilton Ltd., management consultants, to assist the IDE in the appraisal it is making of the long-term prospects of the UK shipbuilding industry.

The intention to carry out this appraisal was announced in the White Paper 'Regional and Industrial Development' (Cmnd. 4942), published in March and the results of this wide-ranging and detailed study will provide a basis for the formulation of long-term Government policy. In carrying out this appraisal, the Industrial Development Executive will be visiting and seeking the views of major shipbuilders, trade associations and other bodies, including trade unions.

As well as looking in detail at individual shipbuilders and long-term market forecasts, the appraisal will assess the probable impact of technological change and look at the current UK research and development effort. There will also be discussions with selected UK and foreign shipowners about the criteria they use in placing orders. The study is being undertaken as a matter of urgency and it is hoped to complete it by the end of the year.

Notes

The White Paper announced in paragraph 37 that the Industrial Development Executive would be carrying out an appraisal of the long-term prospects of the industry. Meanwhile, the Government is to provide temporary assistance by means of tapering grants over the period 1972-74 for construction and equipment of new ships. Powers for this are proposed in Part III of the Industry Bill which has now received its second reading in the House of Commons.

The Secretary of State for Trade and Industry said in his Budget speech of March 22 that assurances would be sought from individual shipbuilders that they would co-operate fully in this appraisal. The Industrial Development Executive has written to shipbuilders, trade associations and other bodies, including trade unions seeking their assistance.

Public inquiry into abandonment of mv 'Festivity'

THE Department of Trade and Industry have ordered a public formal investigation under Section 466 of the Merchant Shipping Act 1894 into the abandonment on November 21, 1971 in the southern North Sea of the motor vessel *Festivity*. The date and place of the inquiry will be announced later.

New industry for Merthyr and Tredegar

THE Moss Engineering Group has decided to transfer part of their operations to the Heads of the Valleys area in South Wales. The Moss Engineering Group consists of 14 subsidiary companies in the Midlands and the North engaged in a wide variety of general engineering. The Group employs approximately 2,000 people and has a combined turnover of nearly £7 million of which almost £1 million is attributable to export sales.

The Group have completed negotiations to lease a vacant factory of 58,000 sq. ft. on the Merthyr Tydfil Industrial Estate, adjoining the Heads of the Valleys road and which is to be immediately extended to 65,000 sq. ft. In addition the Department of Trade and Industry have allocated to the Group their advance factory of 25,000 sq. ft. at Ash Vale, Tredegar, Mon. and contributed other financial assistance towards the cost of establishing the project. Both factories are situated in a Special Development Area.

Prevention of Fraud (Investments) Act 1958

THE 1972 edition of the annual publication containing particulars of persons and firms authorised to carry on the business of dealing in securities as at January 31, 1972 has been issued by the Department of Trade and Industry (*Particulars of Dealers in Securities and of Unit Trusts 1972*, obtainable from HM Stationery Office). It contains the names and addresses of holders of principals' licences, of members of stock exchanges and associations of dealers in securities which are recognised by the Department, and of exempted dealers. Particulars of unit trust schemes authorised by the Department are also included.

The following changes are those which have occurred since January 31, and entries in the 1972 edition should be amended accordingly.

Licensed dealers

Additions

Arnsec Investments Ltd., 37 Corn Street, Bristol 1

Beadford (Cannon Street) Securities Ltd., 27/32 Old Jewry, London EC2R 8DR

Eastern Product Securities Ltd., 13 Rood Lane, London EC3M 8AY

F. & C. Management Ltd., Winchester House, 77 London Wall, London EC2N 1DD

G. T. Management Ltd., St. Martins House, 16 St. Martins-le-Grand, London, E.C.1

Marsh Guaranty Company Ltd., 3 Hobart Place, London SW1W 0HW

Personal Investment Services (Derek Joseph Parry), 3 Serlby Gardens, Peterborough PE3 6QD

Roberts Wilkie Ltd., 23 Victoria Street, Windsor, Berkshire

Silbury Investments Management (Ernest Solomon Schwab), 696/7 Salisbury House, Finsbury Circus, London, E.C.2

United Dominions Trust Ltd., 51 Eastcheap, London EC3P 3BU

Y.B.R. (Holdings) Ltd., Midland Bank Chambers, 58 Newington Green, London N16 9PX

Deletions

Morris Wigram Rosenthal Ltd., 6 Queen Street, Mayfair, London W1X 8JT

Nicolet Newman & Co. (Richard William Newman), Mariners Westerham, Kent

Changes of address

C. P. Choularton Sons & Partners Ltd., Ashley House, 30 Ashley Road, Altrincham, Cheshire WA14 2DW

Diploma Securities Ltd., 20 Bunhill Row, London EC1Y 8LP

Duboff Brothers Ltd., 24 Bruton Street, London W1X 7DA

Hindley Securities Ltd., 18A Ribblesdale Place, Preston, Lancashire

Kennedy Securities Ltd., 37/41 Mortimer Street, London W1N 7RJ

London and Dominion Trust UK Ltd., 40 Basinghall Street, London EC2V 5HE

McDunn Sillcox Ltd., 1 Cornhill, London, E.C.3

Manufacturers Hanover Ltd., 8 Princes Street, London EC2R 8AQ

E. H. Marley & Partners Ltd., 8 Fredericks Place, Old Jewry, London, E.C.2

The White Ensign Association Ltd., HMS *Belfast*, Symon's Wharf, Vine Lane, London SE1 2JH

Changes of name

Rew Knight & Company Ltd. is now Rew Securities Ltd.

Wintex Securities is now Wintrust Securities Ltd.

Exempted dealers

Additions

Allied Irish Banks Ltd., 8 Throgmorton Avenue, London, E.C.2

Lloyds Bank (Branches) Nominees Ltd., 111 Old Broad Street, London EC2N 1AU

Morris Wigram Rosenthal Ltd., 6 Queen Street Mayfair, London W1X 8JT

United International Bank Ltd., 30 Finsbury Square, London EC2A 1SN

Changes of address

Jessel Securities Ltd., 22 Austin Friars, London EC2N 2LA

Changes of name

Lombard Banking Ltd., now Lombard North Central Ltd.

E. D. Sassoon Banking Co. Ltd. is now Wallace Brothers Sassoon Bank Ltd.

Securities Agency Ltd. is now Drayton Corporation Ltd.

Trade and Deposit Bank Ltd. is now Societé Generale (France) Bank Ltd.

AUTHORISED UNIT TRUST SCHEMES

THE following amendments have taken place in the list of unit trust schemes authorised under Section 17 of the Act and published in Part 5 of the 1972 Particulars of Dealers in Securities and of Unit Trusts.

Additions

Group and/or name and address of management company	Name of scheme	Name and address of trustee
M & G (Scotland) Ltd. 120 St Vincent Street Glasgow C2	The Clyde Conversion Trust Fund	The Governor and Company of the Bank of Scotland PO Box No 5 Edinburgh 1
Portfolio Fund Managers Ltd. 10 Charterhouse Square London EC1M 6JU	The Private Portfolio Fund	The Governor and Company of the Bank of Scotland PO Box No 5 Edinburgh 1
Alben Trust Managers Ltd. 14 Finsbury Circus London EC2M 7DS	Alben Income Trust	The Royal Bank of Canada Trust Corporation Ltd. 30-32 Ludgate Hill, London EC4M 7ND
Morgan Grenfell Funds (Management) Ltd 15 Christopher Street London EC2	Morgan Grenfell Income Fund	Coutts & Co 440 Strand London WC2
Ebor Securities Ltd 31/32 King Street London EC2	Ebor Select Growth Fund	The Governor and Company of the Bank of Scotland PO Box No 5 Edinburgh 1
Ebor Securities Ltd 31/32 King Street London EC2	Ebor Select Income Fund	The Governor and Company o the Bank of Scotland PO Box No 5 Edinburgh 1
Jascot Securities Ltd 21 Young Street Edinburgh EH2 4HU	Jascot Finance and Property Share Fund	The Royal Bank of Scotland Ltd PO Box No 51 St Andrews Square Edinburgh 2
LS Fund Managers Ltd Peninsular House Monument Street London EC3	Talisman International and Financial Unit Trust	Lloyds Bank Ltd 71 Lombard Street London EC3
Barclays Unicorn Ltd Unicorn House 252/6 Romford Road London E7	Unicorn Extra Income Trust	Royal Exchange Assurance Royal Exchange London EC3
Transatlantic and General Securities Company Ltd 91/99 New London Road Chelmsford Essex	Marlborough Fund	Lloyds Bank Ltd 71 Lombard Street London EC3

King & Co

Chartered Surveyors
1 Snow Hill
London EC1A 2DL
01-236 3000 Telex 885485
Also at Manchester & Leeds

Industrial and commercial property plant & machinery valuers

Group and/or name and address of management company	Name of scheme	Name and address of trustee
Bridge Trust Management Company Ltd Peninsular House Monument Street London EC3R 8BB	Bridge Exempt Fund	Lloyds Bank Ltd 71 Lombard Street London EC3
Key Fund Managers Ltd 31 Throgmorton Street London EC2N 2BS	Key Private Investment Fund	General Accident Fire and Life Assurance Corporation Ltd General Buildings Perth

Changes

Janus Income Fund has been terminated.

The name of Surinvest Raw Materials Fund has been changed to Coyne Growth Fund.

The name of Unicorn Progressive Unit Trust has been changed to Equitas Progressive Trust, and the Managers of Equitas Progressive Trust have been changed from Barclays Unicorn Ltd to Equitas Securities Ltd.

The name of Oceanic Unit Trust has been changed to Oceanic Growth Unit Trust.

The name of National Westminster Hambro Growth Investment Unit Trust has been changed to National Westminster Growth Investment Unit Trust.

The name of National Westminster Hambro Financial Trust has been changed to National Westminster Financial Trust.

Dowgate Fund Managers Ltd have changed their address to 36 Bedford Row, London WC1R 4JH.

The name of Westminster Hambro Trust Managers Ltd has been changed to National Westminster Unit Trust Managers Ltd.

The name of Ulster Hambro Growth Unit Trust has been changed to Ulster Bank Growth Unit Trust.

The name of Framlington Unit Trust has been changed to Framlington Capital Trust.

Ebor Securities Ltd have changed their address to 4 Great St. Helens, London EC3.

The name of National Westminster Hambro Capital Trust has been changed to National Westminster Capital Trust.

The name of National Westminster Hambro Income Trust has been changed to National Westminster Income Trust.

The name of Vavasseur Industrial Achievement Trust has been changed to Vavasseur Chart Fund.

The Trustee of Jessel Investment Trust Unit Trust has been changed from The Royal Bank of Scotland London Trustee Company to Midland Bank Executor and Trustee Company Ltd.

The Trustee of First Provincial High Distribution Unit Trust has been changed from Midland Bank Executor and Trustee Company Ltd to The Royal Bank of Scotland Ltd.

M & G (Scotland) Ltd have changed their address to 63 St George's Place, Glasgow G2 1BT.

Report of the Patent Office for 1971

THE Comptroller-General's Annual Report to Parliament on the work of the Patent Office in 1971 was published on May 31. The report draws attention to the announcement in Parliament in November last that the Government generally welcomed the recommendations of the Banks Committee on the British Patent System although with reservations relating to payment for the Crown use of inventions, the publication of abridgments and the settlement of disputes and appeals.

The report also mentions that on the International scene the most important activity of the year has been the continuation of work on the draft European Patent Convention.

Patent and Trade Mark applications again fell in 1971 after the record figures of 1969, whereas Design applications showed a 7.6 per cent increase over the 1970 intake.

Recruitment of patent examiners continued at a satisfactory level and the year saw a reduction in the number of applications awaiting examination.

Many of the trends of invention reported in 1970 appear to be continuing. For example, the 1970 activity in percussion-ignited flashbulbs has led to a 1971 activity in cameras specially adapted for the new flashbulbs. Other inventions include the development of 'tamper-proof' bottle closures to prevent children from obtaining access to dangerous drugs and a two-fold attack on pollution by improvements in vehicle carburettors and a new method of treating exhaust gases.

The report also mentions the proposal that a Departmental Committee be set up to examine the United Kingdom trade mark law, a proposal which has since been adopted.

On the financial side, the fee earning branches of the Office showed an operating surplus for the second year in succession and it is hoped that the intention to break even over the period 1969-72 will be realised.

Patents endorsed 'Licences of Right'

UNDER Section 35 of the Patents Act, 1949 the following patents were endorsed 'Licences of Right' on the dates specified

Number	Grantee	Subject matter
May 16, 1972		
1,104,746	John Allan	Transport system
1,140,126	Delphi Hoolding Co. Inc. c/o Henri Klein	Lifting apparatus
1,158,617	F.F.S.A. formerly Simca Industries	Flexible couplings
1,160,933	Laboratoires Jacques Logeais	New derivatives of 5-cycloalkanespiro oxazolidines
1,183,159	NUCLESA, NUCLEAR Engineering and Equipment S.A. formerly Raymond Cardis	Process for covering radio-active ball with metal, and radio-active balls covered with metal by this process
1,190,495	Standard Telephones and Cables Ltd.	Waveguide filters

Any person who claims that the patentee at the time of endorsement of any of the above Patents was precluded by a contract in which claimant is interested from granting Licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. ARMITAGE
Comptroller

Credit Insurance

ASSISTANT to
LONDON MANAGER

We require a young man or young lady to be responsible to the London Manager for the office administration. This position will interest a person in their early 20's who prefers responsibility and possesses initiative. A good knowledge of Credit Insurance is essential.

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Apply in writing giving career details to:

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Bain Dawes Credit Limited,
22 Billiter Street,
London E.C.3

Government surplus sales

MINISTRY OF DEFENCE

June 20, 1972 Miscellaneous Stores

Location; Ordnance Storage & Disposal Depot, Branston, Staffs.

Auctioneers; Arnold & Son (Dept. L), 'Modwena House', 13 Market Place, Burton upon Trent, Staffs. (Tel. 0283 64657)

5½ tons Bedford spares; treadle sewing machines; firefighting equipment; photographic equipment and cameras; storage pallets; welding and cutting equipment; power supply and bridge panels; oscillographs; amplifiers; teleprinters; various tools; trailers; plastic sheets 160 ft × 90 ft.; machine tools including, valve grinder and refacing machine; pillar and bench drills; capstan and centre lathes; horizontal and universal milling machines; fly, hydraulic and foot presses; hacksaws; cold saws; universal woodworking machines; marking machines etc; firemen's trousers and tunics; rubber knee boots and many items of miscellaneous surplus equipment.

July 6 Miscellaneous Stores

Location; Memorial Hall, (Entrance through Central Hall), High Street, Chatham

Auctioneers; Fuller Horsey Sons & Cassell (Dept. L), 52 Bow Lane, London EC4M 9ET (Tel; 01-248 7954).

Miscellaneous machinery including, mobile cranes; industrial fork lift trucks; electric trucks; Hyster towing winches; air compressor; spreader truck; rotary drilling machine; spot welder; electrical appliances including amplifiers; test recorders; oscilloscopes; power supply units; electric furnaces; signal generators; miscellaneous clothing and textiles; kitchen equipment; furniture etc; machine tools.

July 12/13 Miscellaneous Vehicles and Plant

Location; Ordnance Storage and Disposal Depot, Ruddington, Notts.

Auctioneers; Walker Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham NG1 2GL (Tel; 0602 54272).

Saloon cars; estates; limousines; road making plant; heavy duty trucks; light vans; cranes; tippers; dumpers; refuellers; coaches; ambulances; breakdown trucks; fork lift trucks; travellers; tractors; graders; motor cycles etc.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 10p, (postal order only).

Sale by Tender; Machine Tools

Herbert No. 3 Programautos; Vero 2000 Series 20/40 Vertical Machining Centre. *Located at Aston Down, Glos.* Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence.

Directorate of Sales Supply 6aiv, First Avenue House, High Holborn, London WC1V 6HE. Tenders must be returned by 10 a.m. July 11, 1972.

Horizontal borer; bench, pillar and radial drills; capstan, turret and centre lathes; horizontal, vertical and universal millers; hammers; press; sawing, sheetmetal working and woodworking machines etc. ***Located at Exeter, Devon.*** Permission to view as above. Tenders must be returned by 10 a.m. June 29, 1972.

SHIRLAW, ALLAN & CO., Auctioneers, Hamilton

John Galloway & Co. Ltd. (In Liquidation).

HIGHLY IMPORTANT FOUR DAYS' SALE BY AUCTION OF THE WHOLE PAPERMAKING PLANT and MACHINERY,

Turbo-Alternator-Generator Sets, Motor-Generator Sets, A.C. and D.C. Motors, Modern Switchgear, Transformers, Boiler Plant, Machine Tools, Builders', Plumbers', Electricians', Joiners' and Maintenance Equipment, Miscellaneous Stores, Weighing Machines, Overhead Cranes, Lifting Tackle, Warehouse, Laboratory, Office and Canteen Equipment, Motor Vehicles, Tractor and Trailer, Large Quantity Heavy C.I and Steel Scrap, Large Tonnage Copper Piping, 20 Tons Non-Ferrous Fittings and Scrap, Heavy A.C. and D.C. Power Cables, 26 Tons Strawboard and Wrapping Paper, Etc.

AT BALERNO BANK PAPER MILLS,

BALERNO, MIDLOTHIAN,

ON TUESDAY, 20th, WEDNESDAY, 21st, THURSDAY, 22nd and FRIDAY, 23rd JUNE, 1972,

AT 10.30 A.M. PROMPT EACH DAY.

SHIRLAW, ALLAN & CO., AUCTIONEERS, HAMILTON, have received instructions from the Liquidator, Charles R. Munro, Esq., (Messrs. Romanes & Munro), 25 Abercromby Place, Edinburgh, EH3 6QS, to Sell by Auction, as above.

ON VIEW WEDNESDAY 14th, THURSDAY 15th, FRIDAY 16th and MONDAY 19th JUNE, FROM 9 A.M. TILL 4.30 P.M.; also DURING SALE.

CATALOGUES FROM AUCTIONEERS.

HAMILTON, MAY, 1972. Tel. No. Hamilton 29211/2

STATISTICS

Index to statistics and organisational information published regularly in TRADE and INDUSTRY

A = annually; M = monthly; Q = quarterly; 6M = every six months.

All dates before October 21, 1970, refer to articles in the *Board of Trade Journal*.

Title	Last published
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	May 25, 1972
Air miss reports (A)	April 1, 1970
Mileage and traffic (A)	April 29, 1970
Trade by air (6M)	April 6, 1972
Balance of payments:	
Civil aviation (A)	Mar. 16, 1972
Trends in invisible transactions (Q)	Mar. 23, 1972
UK balance of payments (Q)	Mar. 23, 1972
Bankruptcy orders (Q)	Mar. 9, 1972
Business names registered (A)	Feb. 10, 1972
Capital expenditure:	
Distributive and service trades (A)	April 28, 1971
Industry's capital expenditure (Q)	April 13, 1972
Catering trades turnover (M)	May 18, 1972
Chemicals industry (Q)	Mar. 23, 1972
Clothing: made-up clothing: orders and deliveries (M)	This week
Companies:	
Acquisitions and mergers (Q)	May 25, 1972
New companies registered:	
Gt. Britain (M)	May 18, 1972
N. Ireland (M)	This week
Computers:	
UK computer market (Q)	May 18, 1972
Construction work overseas (A)	Oct. 7, 1971
Credit:	
Instalment credit business (M)	May 11, 1972
Instalment trade credit (A)	April 13, 1972
ECGD business (Q)	April 6, 1972
Electronics capital equipment deliveries, research and development (Q)	May 25, 1972
Engineering and electrical goods:	
Deliveries and orders (M)	May 11, 1972
Film industry:	
British Film Fund Agency returns (M)	May 11, 1972
Cinema admissions and takings (M)	June 1, 1972
Overseas payments and earnings (A)	Aug. 5, 1971
Registration of films (A)	Feb. 3, 1972
Trends in film going (A)	Aug. 19, 1971
Food:	
Consumption levels (6M)	Mar. 30, 1972
Household consumption (Q)	Mar. 23, 1972
Footwear industry production, orders and deliveries (M)	This week
Foreign trade:	
EFTA trade (Q)	Mar. 23, 1972
Industrial countries trade and production (Q)	May 25, 1972
World exports of manufactures (A)	Sept. 30, 1970
Foreign trade of the UK:	
Direct exports (A)	April 13, 1972
Unit value and volume index nos. (M)	May 18, 1972
Value of overseas trade (M)	May 18, 1972
Value of overseas trade: analysis of trends (Q)	May 11, 1972
Hire purchase business (M)	May 11, 1972
Industrial building approved (Q)	April 27, 1972
Industrial development certificates refused (A)	July 15, 1971
Industrial production:	
Index nos. (M)	May 25, 1972
N. Ireland index (M)	June 1, 1972
Wales index (Q)	Dec. 23, 1971
Insurance companies assets (A)	Aug. 12, 1971
Investment:	
Book values of overseas direct investments (every 3 years)	Sept. 23, 1970
Industry's investment intentions (3 times a year)	Jan. 13, 1972
Investment and earnings overseas (A)	Mar. 23, 1972
Machine tools deliveries and orders (Q)	Mar. 23, 1972
Man-made fibres:	
Analysis of production (Q)	May 25, 1972
Deliveries (Q)	May 25, 1972
Production (M)	May 25, 1972
Volume of production (M)	May 25, 1972
Motor industry:	
Car and commercial vehicle production (M)	June 1, 1972
Motor trades turnover (M)	May 18, 1972
Office development permits (Q)	June 1, 1972
Partnerships registered (A)	Jan. 27, 1971
Pension funds: assets (A)	Aug. 26, 1971
Retail prices index (M)	May 25, 1972
Retail trades:	
Index nos. (M)	May 11, 1972
N. Ireland index (M)	May 25, 1972
Royalty transactions (A)	Mar. 30, 1972
Shipping:	
Nationality of vessels in UK sea-borne trade (A)	Mar. 2, 1972
Steel consumption (Q)	May 18, 1972
Stocks:	
Distributive and service trades (A)	Dec. 23, 1971
Industry's stocks (Q)	April 13, 1972
Retail (M)	May 18, 1972
Television:	
Overseas payments and earnings (A)	Aug. 5, 1971
Textiles:	
Activity in the textiles industry (Q)	April 13, 1972
Cotton production (M)	This week
Hosiery production (M)	This week
Textile orders and deliveries (M)	This week
Wholesale houses sales (M)	May 25, 1972
Wool exports (Q)	Mar. 23, 1972
Wool output (M)	This week
Tourism:	
International tourism (A)	Oct. 28, 1971
UK tourist traffic (M)	May 18, 1972
UK official reserves (M)	This week
Wholesale prices:	
Average prices of selected commodities (A)	Mar. 9, 1972
Index nos. (M)	May 18, 1972

Dept. of Trade and Industry organisation, etc.

Subjects	Last published
British commercial representation overseas	April 6, 1972
Business Monitor titles	May 11, 1972
Customs notices of interest to exporters	This week
DTI addresses (regional offices)	May 4, 1972
DTI Regional Directors	Mar. 3, 1971
ECGD local offices	May 25, 1972
Guide to DTI	Feb. 10, 1972
Index Jan.-Mar. 1971	May 26, 1971
Official Receivers' offices	May 20, 1970
Programme of trade promotions	April 20, 1972
Release dates of economic statistics	May 25, 1972

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

SYMBOLS USED IN ALL STATISTICAL TABLES—

.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m in base year	1963 26,973	1963	1963 21,763	1963 20,127	1963 20,127	1966 11,372	1963 4,912	1963 1,070	1963 994	1963 944	1963 1,752	Series in £ million			
1966	111	113.2	122	121	108	100.0	124	128	115	128	125	254	143	25	17
1967	113	113.9	127	126	110	101.4	133	124	122	138	142	184	–37	13	22
1968	116	119.8	136	135	112	103.6	139	131	144	145	142	158	23	75	41
1969	118	122.9	143	143	113	103.0	138	140	148	132	132	346	232	26	27
1970	120	124.1	156	155	116	104.2	140	152	157	119	136	260	214	42	13
1971	122	124.9	172	171	119	104.8	142	140	161	121	144	51	–129	–3	36
1970 1st qtr	117	123.8	149	148	114	103.3	135	145	146	114	133	–25	42	1	–41
2nd qtr	121	123.5	155	153	116	104.2	143	153	163	119	137	103	55	12	14
3rd qtr	120	124.3	159	158	117	104.6	140	154	156	121	134	104	44	7	—
4th qtr	122	124.6	163	160	117	104.7	143	157	165	120	139	83	72	23	15
1971 1st qtr	118	124.3	164	161	115	102.1	138	146	148	114	146	82	41	2	–44
2nd qtr	121	125.2	170	170	119	104.4	142	139	164	122	141	–58	–114	12	38
3rd qtr	123	125.6	175	175	120	105.5	142	144	165	122	141	–36	–59	–12	6
4th qtr	124	124.3	179	178	121	107.4	144	133	166	127	147	63	4	–4	36
1972 1st qtr		121.0				106.5									
1971 Oct		124.7				108.4									
Nov		124.4				106.8									
Dec		123.9				107.1									
1972 Jan		124.9				107.0									
Feb		112.4				106.0									
Mar		125.7				106.6									
Apr						108.2									

	Orders	Prices and Costs					Labour			Trade (§)		Balance of Payments current balance
	Engineering and electrical goods† orders on hand (end period)	Retail price index		Wholesale price index: all manufacturing industry§§		Basic hourly wage rates (all industries and services)‡	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Exports (¶)	Imports (‖)	
	at 1963 prices	Index‡	% increase on year earlier	Basic materials and fuel used‡	Manufactured products: home sales‡		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m in base year	Dec 1963	Jan 16, 1962		1963	1963	Jan 31, 1956	Series in thousands			1963 4,282	1963 4,362	Series in £ million
1966	115	116.5	*3.9*	108.0	109.6	168.5	323	255	24,835	121	120	83
1967	106	119.4	*2.5*	107.5	110.9	175.3	512	174	24,476	120	130	–298
1968	106	125.0	*4.7*	117.3	115.3	187.3	541	188	24,331	146	159	–291
1969	117	131.8	*5.4*	121.4	119.8	197.4	535	200	24,304	165	165	443
1970	125	140.2	*6.4*	126.2	127.7	217.7	573	186	24,135	184	181	611
1971	114	153.4	*9.4*	132.4	137.7	246.4	744	129		207	197	952
1970 1st qtr	118	136.2	*5.0*	126.3	124.2	209.0	557	194	24,275	181	171	218
2nd qtr	122	139.5	*5.8*	126.1	126.6	214.0	563	188	24,138	183	183	114
3rd qtr	123	141.1	*6.9*	124.9	128.7	219.5	583	185	24,072	175	178	75
4th qtr	125	144.0	*7.7*	127.3	131.4	228.3	586	176	24,054	199	190	204
1971 1st qtr	120	147.9	*8.6*	129.7	134.4	237.5	642	150	23,824	186	189	88
2nd qtr	116	153.2	*9.8*	133.1	137.2	242.4	713	128	23,782	214	199	278
3rd qtr	117	155.3	*10.1*	133.9	139.2	248.6	782	119	23,639	217	197	346
4th qtr	114	157.3	*9.2*	132.9	140.0	257.0	836	118		213	202	240
1972 1st qtr		159.7	*8.0*	134.1 p	141.5 p	265.9	877	124		207 p	213 p	
1971 Oct	116	156.4	*9.4*	132.3	139.8	250.7	813	118		216	202	
Nov	114	157.3	*9.2*	132.8	139.9	257.8	840	120		200	197	
Dec	114	158.1	*9.0*	133.6	140.3	262.6	855	116		222	208	
1972 Jan		159.0	*8.2*	134.8	141.2	265.2	872	119		208 p	204 p	
Feb		159.8	*8.1*	133.7	141.6	265.6	872	126		211 p	216 p	
Mar		160.3	*7.6*	133.9 p	141.8 p	266.9	886	126		202 p	221 p	
Apr		161.8	*6.3*	134.8 p	142.6 p	268.4 p	891	128		210 p	220 p	
May							828 p	133 p				

(†) Now series covering SIC Orders VII-IX; previous series also included part of Order XI. (‡) Not seasonally adjusted.
(§) On a balance of payments basis. (‖) Includes payments for United States military aircraft and other balance of payments adjustments.
(¶) Includes balance of payments adjustments and allowances for factors affecting recording.
(§§) This now includes food industries.

Senior statistical appointments

THE Prime Minister has approved the appointment of Mr. L. S. Berman, at present Assistant Director in the Central Statistical Office, to be Director of Statistics at the Department of Trade and Industry in succession to Mr. J. Stafford on the latter's retirement. Mr. Berman's appointment will take effect on October 2.

Mr. Berman, who is aged 44, has been increasingly concerned recently with EEC statistical work. He was educated at St. Clemence Danes Grammar School and the London School of Economics. After work at the London School of Economics, Nuffield College, Oxford, and the Research and Planning Division of the Economic Committee for Europe of the UNO, he joined the Cabinet Office (Central Statistical Office) as an Assistant Statistician in 1952 and moved to the Board of Trade in 1960. In 1962 he moved back to the Central Statistical Office, becoming Chief Statistician there in 1964 and Assistant Director in 1968.

The Prime Minister has also approved the appointment of Mr. A. J. Boreham, at present Assistant Director in the Central Statistical Office, to be Deputy Director, Central Statistical Office in succession to Mr. R. E. Beales on the latter's retirement, and the appointment of Mr. A. R. Thatcher, Director of Statistics at the Department of Employment, to be an additional Deputy Secretary in the Department of Employment. Mr. Thatcher—whose appointment takes effect at once—will continue as Director of Statistics and will also take on responsibility for research and manpower forecasting. Mr. Boreham's appointment will take effect on August 1.

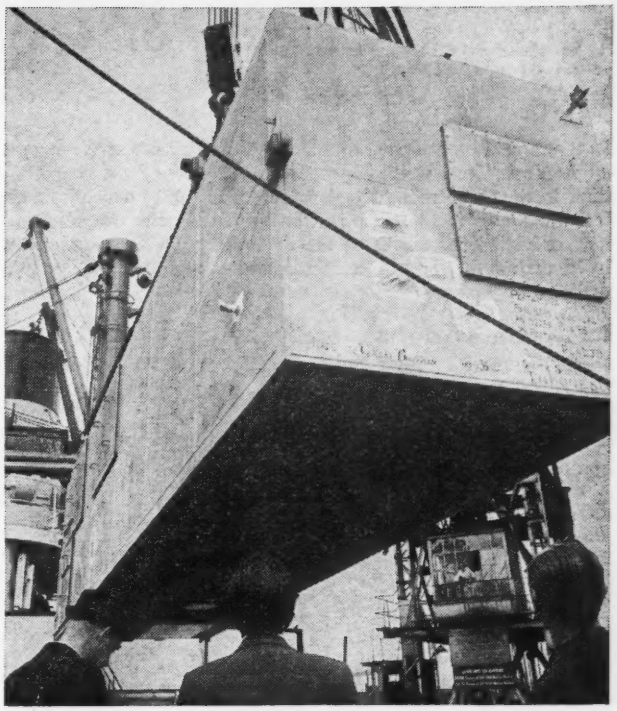
'Economic Trends' introduces new historical series for Index of Industrial Production

THE May issue of *Economic Trends* (HMSO, 63p) contains an article introducing a new historical series for the Index of Industrial Production, extending over the period 1948 to 1971. These long-run series are based on a careful analysis of the historical data, and are provided in much greater industry detail than the earlier published index numbers extending over the period. They enable growth rates to be compared between industries over this period, and it can be seen that there has been a marked divergence between the leaders and the laggards. For example the chemicals industry has grown at an annual compound rate of over 5 per cent, having increased in size by about five times between 1948 and 1971, whereas the coal mining industry has declined by about 50 per cent since the peak output reached in 1954. The gas industry, after declining in the late 1950s, has since then grown rapidly, and between 1966 and 1971 reached the top of the growth league at 12 per cent per annum.

Apart from affording comparisons such as these, the new historical series will provide long runs of comparable index numbers which will be of value to economists and to model builders.

Reprints of 'T & I' articles

Reprints of *Trade and Industry* articles should be ordered within one week of publication from: Director of Publications (PI), HMSO, Atlantic House, Holborn Viaduct, London, EC1P 1BN. Reprints cost £3 for 250 copies of a page or part-page, plus 25p for each additional 125 copies; carriage extra.



A 35-ton air separation unit manufactured by Air Products of Wrexham, destined for use on a polypropylene plant at Pladju on the Musi River, Indonesia, is being loaded at Birkenhead. The stevedores are Ocean Port Services.

UK official reserves in May

HM Treasury announce that the UK official reserves rose by $18 million (£7 million) during May to stand at $7,150 million (£2,744 million) at the end of the month.

Business Monitor

THE following titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London SE1 9NH.

Production series

Quarterly at 37½p a year post free:
- Carpets for fourth quarter
- Brushes and brooms for fourth quarter
- Wooden containers and baskets for fourth quarter
- Textile finishing for third quarter

Civil aviation series

Annual at 25p post free:
- Airline financial statistics for year 1970.

Service and distributive series

Quarterly at 37½p a year post free:
- Assets and liabilities of finance houses for first quarter 1972.

A complete list of titles of Business Monitors was last published in *Trade and Industry* on May 11 on page 261.

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, June 2, 1972. BR/E indicates that the film is a British quota film.

Title of film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Bleak Moments	BR/E 36160/4/6/77	111	May 31	Contemporary Films Ltd.	Autumn Productions Ltd.
Movietone News 2243	BR/E 35908/4/6/77	8	June 2	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2243A	BR/E 35909/4/6/77	8	June 2	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
			FOREIGN		
Two Girls In My Bed	F 36158	64	May 31	New Realm Distributors Ltd.	Terra-Seitz Film Productions Munich
Made For Each Other	F 36159	101	May 31	Twentieth Century-Fox Film Co. Ltd.	Wylde Film Corporation
Point of Terror	F 36161	86	June 1	Ember Film Distributors Ltd.	Crown International Productions
Chain Gang Women	F 36162	82	June 1	Ember Film Distributors Ltd.	Crown International Productions

Footwear industry: orders and deliveries

In the three months ended March 1972, net new orders (seasonally adjusted) received by the footwear industry were 7 per cent more than in the three months ended December 1971; deliveries were fractionally up in the same period. With deliveries exceeding net new orders, order books at the end of March were marginally lower than at the end of December. Production in the three months dropped by 9 per cent.

Interpretation of figures

The figures for orders-on-hand, net new orders and deliveries should be interpreted with caution.

Before 1971, figures for orders-in-hand and net new orders were available by total pairage only and no allowance is made in the pairage series below for the differing value of the various types of footwear. From January 1971, however, the value of total orders-in-hand is also being collected and this series together with derived net new orders will be included in a future edition of this note. Further, from 1971, a breakdown of deliveries by type of footwear in pairage and value terms is being collected quarterly and the results are published in the Business Monitor Production Series (Reference P 17).

A short note on the construction of the index of production was given in *Trade and Industry* dated June 23, 1971 (page 637).

INDEX OF PRODUCTION OF FOOTWEAR, ORDERS-ON-HAND, NET NEW ORDERS AND DELIVERIES

Monthly averages or months — Million pairs

	Index of Production (*1963 = 100*)		Orders-on-hand (end of period)		Net new orders		Deliveries	
1964	107		35.8		..		16.8	
1965	104		39.9		16.8		16.5	
1966	101		33.9		15.7		16.2	
1967	94		37.9		16.2		15.9	
1968	99		41.2		17.0		16.8	
1969	95		35.2		15.7		16.2	
1970	88		40.1		16.3		15.9	
1971	92 p		33.9		15.0		15.5	
	Actual	Seasonally adjusted	Actua	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1970 1st quarter	95	89	40.1	36.2	17.4	15.7	15.8	15.4
2nd quarter	89	87	47.9	38.2	17.5	16.7	14.9	16.1
3rd quarter	79	88	35.3	41.9	12.0	17.2	16.2	16.0
4th quarter	89	83	40.1	40.1	18.2	16.0	16.6	16.1
1971 1st quarter	96	88	40.9	36.9	16.4	14.8	16.2	15.9
2nd quarter	87	93	43.2	34.1	15.7	15.0	14.9	16.0
3rd quarter	98	101	32.7	36.9	12.2	16.5	15.7	15.5
4th quarter	87 p	88 p	33.9	33.9	15.7	13.8	15.3	14.7
1972 1st quarter	87 p	80 p	37.4	33.8	16.3	14.8	15.2	14.9
1970 April	96	87	46.5	37.1	22.5	18.4	16.1	17.5
May	81	82	49.7	37.8	16.7	15.1	13.5	14.3
June	89	91	47.9	38.2	13.3	16.7	15.1	16.3
July	75	89	43.0	41.6	10.2	19.5	15.1	16.1
August	71	90	40.7	44.1	12.4	18.6	14.7	16.2
September	91	84	35.3	41.9	13.4	13.5	18.8	15.8
October	100	89	35.4	41.5	19.3	16.2	19.2	16.6
November	94	86	39.6	42.2	21.8	16.6	17.6	15.8
December	73	88	40.1	40.1	13.6	15.2	13.1	16.0
1971 January	92	93	40.9	42.8	16.2	19.8	15.4	17.0
February	96	83	43.0	42.1	18.5	14.3	16.4	15.0
March	100	85	40.9	36.9	14.6	10.3	16.7	15.5
April	87	95	42.3	35.1	16.6	14.0	15.2	15.9
May	89	93	48.7	37.9	21.7	19.5	15.3	16.7
June	86	90	43.2	34.1	8.7	11.5	14.2	15.3
July	93	101	41.1	40.0	12.3	21.3	14.4	15.4
August	89	105	37.2	38.6	10.3	14.2	14.2	15.6
September	113	97	32.7	36.9	13.9	13.8	18.4	15.5
October	105 p	95 p	32.0	35.6	17.6	14.3	18.3	15.6
November	88 p	84 p	33.9	34.5	17.8	13.3	15.9	14.4
December	69 p	84 p	33.9	33.9	11.7	13.7	11.7	14.2
1972 January	81 p	83 p	33.3	35.2	13.5	16.9	14.1	15.6
February	88 p	77 p	35.1	34.8	17.3	13.8	15.5	14.2
March	91 p	81 p	37.4	33.8	18.2	13.8	15.9	14.8

The actual figures for orders, deliveries and Index of Production have been adjusted for the length of the working months but not for holidays or any other seasonal variations.

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Hosiery and other knitted goods: index of production

In the first quarter of 1972 the volume of production, seasonally adjusted, of hosiery and other knitted goods (including knitted fabrics) was provisionally estimated to have been 4 per cent more than in the fourth quarter of 1971 and 10 per cent more than in the first quarter of 1971.

Excluding warp knitting the volume of production was provisionally estimated to have been 12 per cent more than in the first quarter of 1971.

The seasonally adjusted figures for 1971 are based on the seasonal pattern up to the end of 1970 and may be subject to slight revision when the complete figures for 1971 have been incorporated. The actual figures allow for differences in the lengths of calendar months, but not for holidays or other seasonal variations. A short note on the construction of the index was given in the *Board of Trade Journal*, dated May 27, 1970 (page 1455).

1963 = 100

1964	109		
1965	114		
1966	114		
1967	114		
1968	132		
1969	147		140
1970	149		144
1971 p	148		142

	Including warp knitting		Excluding warp knitting (*a*)
	Actual	Seasonally adjusted	Actual
1969 1st quarter	133	143	124
2nd quarter	145	153	138
3rd quarter	143	144	136
4th quarter	166	147	161
1970 1st quarter	138	153	133
2nd quarter	143	146	138
3rd quarter	144	146	140
4th quarter	170	151	164
1971 1st quarter	133	143	123
2nd quarter	145	153	138
3rd quarter	145	147	140
4th quarter	170	151	165
1972 1st quarter	144	157	138
1971 January	124	150	114
February	135	138	125
March	140	140	131
April	136	151	130
May	149	160	142
June	150	149	143
July	139	155	133
August	132	145	129
September	163	141	158
October p	182	151	174
November p	181	148	176
December p	149	154	145
1972 January p	135	163	128
February p	135	138	131
March p	161	168	156

(*a*) This index is shown for the first time.

Made-up clothing: orders and deliveries

In the three months ended March 1972 net new orders received by the made-up clothing industry were provisionally estimated to have been 7 per cent less than in the three months ended December 1971. Deliveries, which remained at the same level, exceeded net new orders, and order books at the end of March were 3 per cent lower than at the end of December.

MADE-UP CLOTHING

Index numbers of the volume of total orders and deliveries

	Orders-on-hand (end period)		Net new orders		Deliveries	
	December 1962 = 100		Average 1963 Deliveries = 100		Average 1963 Deliveries = 100	
1963	107		101		100	
1964	112		104		104	
1965	137		112		109	
1966	114		106		109	
1967	124		107		105	
1968	148		110		107	
1969	143		107		107	
1970	155		112		111	
1971	184		120		116	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1970 1st quarter	140	149	109	114	110	110
2nd quarter	151	142	115	106	109	110
3rd quarter	142	151	105	115	110	110
4th quarter	155	155	121	115	114	112
1971 1st quarter	153	169	118	121	119	115
2nd quarter	184	178	130	123	113	118
3rd quarter	161	171	102	112	115	115
4th quarter	184	184	131	124	118	117
1972 1st quarter p	169	179	111	115	119	117
1971 April	152	167	114	118	115	121
May	182	179	165	146	116	125
June	184	178	111	106	107	108
July	174	173	94	106	111	115
August	160	161	81	99	104	117
September	161	171	132	130	130	114
October	167	173	143	124	133	120
November	185	178	153	124	124	116
December	184	184	96	124	99	115
1972 January	179	177	102	115	110	125
February	173	176	109	106	118	109
March p	169	179	123	123	129	119

New companies registered in Northern Ireland

In the month of April 1972, 41 private companies with a total nominal capital of £422,050 were registered in Northern Ireland. During the period January-April 141 companies with a total nominal capital of just over £1,026,000 were registered, compared with 101 with a total nominal capital of just under £946,000 registered in the same period in 1971.

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HMSO

Textile industry: orders and deliveries

In the three months ended March 1972 net new orders received by the textile industry were provisionally estimated to have been 9 per cent less than in the three months ended December 1971; deliveries were 2 per cent less. Orders-on-hand at the end of March were 2 per cent lower than at the end of December. These comparisons are based on the seasonally adjusted series in the accompanying table.

TEXTILE INDUSTRIES

Index numbers of the volume of total orders and deliveries

	Orders-on-hand (end period)		Net new orders		Deliveries	
	December 1962 = 100		Average 1963 Deliveries = 100		Average 1963 Deliveries = 100	
1963	117		105		100	
1964	129		106		103	
1965	124		103		104	
1966	105		97		102	
1967	118		102		99	
1968	144		118		111	
1969	134		113		113	
1970	125		112		114	
1971 p	126		113		113	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1970 1st quarter	137	132	118	113	114	114
2nd quarter	130	129	109	110	117	114
3rd quarter	127	131	102	116	105	114
4th quarter	125	125	119	110	121	115
1971 1st quarter	123	118	113	106	114	113
2nd quarter	126	124	115	116	112	110
3rd quarter p	117	120	95	110	105	115
4th quarter p	126	126	130	121	121	114
1972 1st quarter p	132	124	117	110	111	112
1971 April	125	122	112	114	106	102
May	126	123	120	122	119	118
June	126	124	113	113	111	109
July p	119	119	76	101	99	116
August p	118	120	95	119	99	116
September p	117	120	115	110	117	113
October p	118	119	129	117	126	118
November p	120	118	134	110	128	116
December p	126	126	127	135	109	109
1972 January p	129	126	121	120	111	120
February p	129	124	103	96	104	103
March p	132	124	127	114	117	114

Complete description and notes on the construction of the above tables can be found in *Trade and Industry*, dated December 30, 1970 (page 587)

Production in the cotton industry

The volume of production in the cotton industry (including the processing of man-made continuous filament yarns and finishing) in March 1972 was 13 per cent less than in March 1971.

Statistics issued by the Textiles Statistics Bureau show that in the period January-March 1972 the amount of cloth woven was 15 per cent less than in the corresponding period last year. Production of single yarn fell by 23 per cent and doubled yarn 25 per cent.

PRODUCTION IN THE COTTON INDUSTRY

Annual totals and weekly averages

	Single yarn (†)		Doubled yarn		Processed filament yarn	Woven cloth	
	Cotton yarn (‡)	Spun man-made yarns and mixture yarn, inc. waste	Cotton yarn	Other	Textured yarn (§)	Cotton	Man-made fibre and mixtures
	Million lb.					Million lin. yards	
1963	488.7	127.0	131.4	107.0	..	1,014.1	560.3
1964	508.1	145.9	136.1	120.0	40.7	1,033.1	610.1
1965	484.8	142.5	131.5	120.3	47.5	1,015.0	624.4
1966	455.7	136.2	123.1	110.2	62.2	915.3	616.6
1967	383.8	124.8	108.1	105.2	78.4	745.0	529.8
1968	377.4	148.7	110.0	114.6	113.6	730.7	554.8
1969	366.4	161.3	103.2	134.3	150.5	723.4	588.5
1970	349.8	170.7	95.2	126.3	181.7	686.4	529.6
1971	293.2	183.6	187.3		213.0	611.4	524.7
1971 January	7.1	3.9	1.9	2.4	4.4	13.5	11.1
February	6.7	4.0	1.9	2.4	4.5	13.3	11.1
March*	6.5	3.9	1.7	2.3	4.2	13.0	10.7
April	5.2	3.4	1.6	1.9	4.1	11.1	9.3
May	6.4	4.0	1.8	2.4	4.3	12.7	11.1
June*	4.8	3.1	1.4	1.7	3.8	11.7	9.7
July	4.8	2.9	3.4		3.3	7.3	7.4
August	5.6	3.7	3.5		3.6	12.0	10.2
September*	4.8	3.2	2.9		3.8	10.8	9.1
October	6.0	4.0	3.8		4.6	12.7	11.2
November	5.9	3.8	3.7		4.7	12.6	11.3
December*	4.5	2.9	2.9		3.9	10.6	9.3
1972 January	5.7	3.6	3.5		**	11.6	10.9
February	4.1	2.4	2.7		**	9.3	8.7
March*	5.1	3.6	3.2		**	11.1	10.2

(†) Spun in the cotton industry. (‡) Including yarns wholly of cotton waste and mixture yarn of cotton and cotton waste. (§) Deliveries. ** Not available.

The Encyclopedia of Labour Relations Law

This new two-volume loose-leaf encyclopedia will cover all those matters of Labour Relations Law which can be placed under the heading of the employer/employee relationship, in the general context of terms and conditions of employment, and the employer/employee/trade union relationship. It will be divided into eleven parts, with possibly an extra part dealing with models of dispute procedures. This important new reference work will be ready shortly and will be kept up to date by regular loose-leaf supplementary material on a subscription basis, although the service for the year of purchase will be free.

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Output in the wool textile industry

THE volume of production in the wool textile industry in March 1972, was 3 per cent more than in March 1971.

Statistics issued by the Wool Industry Bureau of Statistics show that in the period January-March 1972 deliveries of woven fabrics (excluding blankets) were 10 per cent less than in the corresponding period of 1971: deliveries of worsted yarn (excluding semi-worsted yarn) were 2 per cent more.

Production of wool and hair tops was 5 per cent more and that of man-made fibre tops 31 per cent more.

OUTPUT OF THE WOOL TEXTILE INDUSTRY

	Consumption	Production			Deliveries			
	Raw Wool (Clean weight)	Tops		Woollen Yarn (†)	Worsted Yarn (§)	Woven Fabrics (excluding blankets) (‡)		Blankets (†)
		Wool and Hair	Man-made Fibres			Woollen	Worsted	
	Million kilos					Million sq. yds.		
1963	207.7	137.9	19.1	142.0	108.7	176.8	148.6	35.1
1964	189.7	120.3	25.8	147.8	105.8	177.1	148.3	32.9
1965	182.6	112.3	25.9	146.0	103.2	175.3	147.6	32.8
1966	176.1	104.2	28.5	142.7	100.2	168.4	133.9	30.5
1967	163.3	92.1	27.6	138.1	89.6	163.2	131.3	28.7
1968	177.5	96.6	36.4	147.4	98.2	162.4	132.3	32.7
1969	174.5	92.0	42.2	142.2	100.5	155.6	130.6	32.2
1970	153.1	79.7	44.6	129.4	97.6	138.1	119.3	29.4
1971	141.2	66.2	36.6	130.7	93.0	121.9	100.3	34.1
1970 1st quarter	41.8	22.5	11.2	33.7	24.5	33.3	31.0	7.5
2nd quarter	41.7	22.2	11.5	33.5	26.1	36.8	31.1	6.3
3rd quarter	32.8	17.5	10.5	27.9	21.9	33.8	26.5	6.9
4th quarter	36.8	17.6	11.3	34.3	25.0	34.3	30.8	8.6
1971 1st quarter	37.4	17.7	8.4	35.4	23.6	30.0	27.4	9.1
2nd quarter	37.4	17.1	8.7	34.9	23.8	33.1	24.5	7.4
3rd quarter	30.4	15.0	8.4	27.2	21.6	29.3	22.5	8.1
4th quarter	36.0	16.5	11.2	33.2	23.9	29.6	25.9	9.5
1972 1st quarter	37.2	18.7	11.0	32.3	24.2	27.0	24.8	8.7
1971 January	12.0	5.6	2.8	11.2	7.4	10.2	9.2	3.2
February	11.7	5.6	2.7	11.2	7.6	9.5	8.5	2.9
March	13.7	6.5	2.9	13.1	8.6	10.2	9.7	3.0
April	12.2	5.7	2.7	11.5	7.7	9.9	8.1	2.9
May	13.1	6.1	3.2	11.9	7.9	11.9	8.3	2.1
June	12.1	5.4	2.8	11.5	8.2	11.2	8.1	2.5
July	10.2	5.4	3.0	8.5	7.1	9.9	7.5	2.5
August	8.9	4.1	2.3	8.4	6.3	9.4	6.5	3.0
September	11.3	5.5	3.1	10.3	8.2	10.1	8.5	2.6
October	11.8	5.2	3.0	10.9	8.0	9.9	8.3	3.2
November	12.2	5.6	4.3	11.2	8.6	10.2	9.1	3.2
December	12.0	5.7	3.9	11.2	7.4	9.4	8.5	3.1
1972 January	12.2	6.1	4.2	10.4	8.1	9.0	8.5	3.0
February	10.8	5.5	2.9	9.2	7.2	7.9	7.4	2.8
March	14.2	7.1	3.9	12.7	8.9	10.1	8.9	2.9

(†) Estimated. (‡) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components. (§) From January 1969 includes semi-worsted yarn; previously yarn of this type was not separately distinguished and the small quantities involved were divded between the woollen and worsted yarn headings. In March deliveries of semi-worsted yarn were 0.9 million kilos.

EXPORTS OF WOOL TEXTILE PRODUCTS

	Total	Wool tops		Yarns		Woven fabrics (‡)		Other wool textile products†
	£m.	£m.	Mn. lb.	£m.	Mn. lb.	£m.	Mn. sq. yd.	£m.
1963	130.87	42.82	96.01	21.27	33.87	63.77	89.26	3.00
1964	131.82	38.39	75.15	22.09	32.12	67.23	89.42	4.11
1965	122.07	28.98	64.00	20.51	30.20	68.00	88.78	4.59
1966	116.29	28.68	62.66	20.06	29.50	63.86	81.18	3.69
1967	103.79	22.54	51.41	18.04	27.70	59.84	75.64	3.37
1968	114.80	23.94	56.08	20.44	31.62	66.14	83.03	4.28
1969	125.41	26.55	57.35	23.32	35.45	71.08	83.07	4.45
1970	117.25	20.38	46.47	23.37	34.94	70.00	74.76	3.50
1971	106.82	16.28	41.13	23.28	35.00	62.57	64.94	4.70
1970 1st quarter	28.94	5.49	12.45	6.01	8.93	16.59	18.78	0.85
2nd quarter	30.81	5.73	12.83	6.35	9.61	17.94	18.96	0.79
3rd quarter	28.84	5.33	11.90	5.26	7.80	17.46	18.42	0.80
4th quarter	28.66	3.82	9.30	5.75	8.61	18.03	18.59	1.06
1971 1st quarter	23.30	4.04	9.71	5.21	7.71	13.18	13.87	0.87
2nd quarter	29.43	4.32	10.69	6.44	10.17	17.42	17.15	1.25
3rd quarter	26.21	4.12	10.46	5.37	7.81	15.45	16.86	1.27
4th quarter	27.89	3.80	10.28	6.26	9.31	16.52	17.06	1.31
1972 1st quarter	24.72	4.00	10.38	6.06	9.31	13.66	14.52	1.00

(†) Wool or other animal hair, carded or combed; felts, wholly or partly of wool; blankets: travelling rugs; woollen and worsted fents; and other made-up textile articles, not individually specified in the Export List, of sheeps' or lambs' wool or fine animal hair.

Other commodities of, or containing, wool or animal hair not included in the above table; sheeps' or lambs' wool and fine or coarse animal hair not carded or combed; noils, rags and other waste; carpets; garments; smallwares; knitted or crocheted fabrics; woven fabrics predominantly of man-made fibres containing sheeps' or lambs' wool or fine animal hair.

(‡) Excluding mechanical cloths from January 1970.

Tremendous opportunities for firms reflected in 'Micro 70s Systems'

From the British Trade Development Office, New York

FOLLOWING a highly successful joint venture at the 20th Annual Convention of the National Microfilm Association in Washington last year, five British companies were again present and active this year at the 21st Convention held from May 9-12 in the New York Coliseum.

There were some 100 exhibitors and over 12,000 visitors, broadly representative of the whole United States microfilm industry. Apart from the British group and some Canadian interests, there were no other foreign manufacturers exhibiting directly, but products manufactured overseas were incorporated in some of the systems and equipment shown by United States exhibitors.

The microfilm industry does not seem to have risen to expectations over the last decade; what was five years ago projected to be a $3 billion business in 1972 has turned out to be only $450-750 million. This is, nevertheless, a substantial market.

Mr. John Robertson of Eastman Kodak, outgoing president of the NMA, has stated that during the sixties the industry 'couldn't see the problems because of its own enthusiasm', but 'it is now become a hard-nosed business where people are trying to solve customers problems rather than sell them gear'.

This suggests that the microfilm industry feels it has, perhaps, not been giving the customer what he really needs at a price which he feels he can afford. Against this background, such developments as the new, inexpensive and versatile microfilm printer displayed at the Show by Caps Microfilm Ltd. stand out as particularly relevant and timely. With optical parts supplied by Howard Smith Precision Optics Ltd. this machine is a breakthrough in peripheral microfilm printing, either within a large interconnected system or for the individual small user.

Reducing the cost of microfilm retrieval, while maintaining quality, versatility and simplicity of operation was, without doubt, the strong selling point for Office Equipment (John Dale) Ltd. The 'Plandale G2' reader received many offers for representation during the show. Total inquiries made of participants throughout the exhibition may have been down on last year, but Mr. Dale nevertheless reported a $12,000 sale half-way through the week, plus the initiations of serious discussions with two highly competent potential agents.

'Growth and maturity'

According to the *New York Times*, the microfilm industry in the nineteen-sixties 'promised a boom and delivered a bust', but for the nineteen-seventies it foresees 'orderly growth and maturity'.

That the industry will always be dominated by the United States corporate giants is clear, primarily because of their total systems capability. But equally obvious are the tremendous opportunities presented to British manufacturers who are able to supply competitive quality equipment not only directly to the vast small user market but also to the systems divisions of American original equipment manufacturers. It would be encouraging to see an even larger joint venture group at the next NMA Convention at Detroit from April 10-12, 1973.

On the Ozalid Co. Ltd. stand at the New York Microfilm Show are Mr. Jack Zimmer, Ilford, Paramus, New Jersey, Mr. R. Clarke, and Mr. W. Tishbury, of Ozalid.

All-British Building and Construction Exhibition for Saudi Arabia

SAUDI Arabia has been selected by the Department of Trade and Industry for a special all-British exhibition concentrating on building materials and construction machinery and equipment.

The British Building and Construction Exhibition is scheduled for Jedda between March 24-29, 1973 and is timed to capitalise on the building boom, which is expected in this market as a result of the implementation of the current Development Plan.

The development programme, which is financed largely by the Kingdom's rapidly increasing oil revenues (Saudi Arabia is the world's leading exporter of oil and earnings are likely to reach £2,500 million by 1975), entails ambitious spending in public sector capital projects such as municipal developments, roadworks, hospital and educational buildings. Oil interests, too, are responsible for other constructional work and as money filters through the economy building activity is expected to increase dramatically.

The exhibition, which is being organised and financially supported by the Department of Trade and Industry, is open to all British manufacturers of building material, components and related plant machinery and equipment. It should also be of interest to British contractors and consultants. The Department of Trade and Industry financial support means that British exhibitors receive a fully equipped stand at a cost of £15.00 per square metre, half the return airfare for two staff and extensive exhibition promotion and publicity.

Interested companies should contact the Department of Trade and Industry's project managers, Overseas Exhibition Services Ltd., 11 Manchester Square, London W1M 5AB (Tel: 01-486 1951).

DTI display on NEL power technology services

THE advantages to be gained by incorporating fluid power transmission into the basic design of power-drive machinery, instead of converting existing equipment, will be illustrated in a display by the Department of Trade and Industry's National Engineering Laboratory in London this month. The display will be at the Fluid Power International Exhibition at Earls Court from June 19–23.

Exhibits by the Laboratory will show how these advantages—of compactness, greater flexibility, reduced weight and lower operating noise—can be enhanced when basic design is approached in this way.

New design

Exhibits illustrating this approach will include an all-terrain, all-wheel-drive vehicle designed by NEL for a Scottish firm, and which represents the evolution of a new design incorporating compact fluid-power transmission components. The particular model to be shown has been adapted for use by a paraplegic driver, but the basic design can serve, for example, for personnel carriers and mountain rescue vehicles.

Another exhibit will show how the same approach, if applied to retractable external marine propulsion units, can give a small boat greater manoeuvrability in confined spaces and a more rapid response to the helm.

The display also reflects the Laboratory's capability to undertake for industry a wide range of work, including feasibility studies, original design and development work, prototype manufacture, and testing.

Good orders taken at New York Leather Goods Show

From the British Trade Development Office, New York

FOR the third successive occasion British leather-goods merchants were represented by 11 manufacturers in a joint venture group at the 4th International Leather Goods Show. This show was again held at the McAlpin Hotel in New York from May 9-11.

The British group was jointly sponsored by the British Leathergoods Manufacturers' Association and the Department of Trade and Industry.

With a total of 17 nationalities exhibiting this was a truly international show. The British group showed up well in its tasteful displays, variety of merchandise and the attentiveness paid to all customers.

With extensive displays of small leather flat-goods, brief and attaché cases, hand luggage, handbags and especially outerwear, it was not surprising to hear talk of a universal dearth of hides with corresponding price rises. Demand for leathergoods generally appears to be strong.

All merchandise displayed on the British stands was not leather; Brexton's unique outfitted picnic baskets, Sinclair-Owen's new line of plastic luggage, Edmonds' plastic and fabric covered manicure sets, Goold's exclusive Staffordshire China horses harnessed in leather and pulling scale model wooden farm carts all contrived to find interested buyers, such items being found in the better luggage retailers and department stores in North America.

Most British exhibitors quoted successful orders taken from standing customers as well as new ones. In one instance an exhibitor reported that he had been commissioned to bring out an artisan in basket weaving to put on demonstrations of the art in one of the leading New York department stores. Another British manufacturer showing for the first time in America, was successful in obtaining an immediate sampling of a brand new line of luggage.

Summer exhibition at The Design Centre

A DIVERSE selection of 'Presents from Britain' is on display at the London Design Centre until July 15. Arranged to help visitors find British-made products suitable to take home as presents for their friends, the exhibition includes a set of six crystal goblets hand engraved with wild fruit; inexpensive models of a London bus; luggage and document cases; bone china and pottery; several perpetual calendars; and a wide range of soft toys.

Third Anti-Pollution Equipment Exhibition for Japan

IN a DTI Export Intelligence Service market pointer published in October 1971 it was indicated that Japanese industry was conducting massive investment in equipment to control air and water pollution and refuse treatment. Expenditure was expected to reach £1,200 million by 1975, and present indications are that this trend continues. A special Environmental Agency, government sponsored, continues to be extremely active in providing funds and enacting legislation. Demand is widespread in both private and public sectors and covers water pollution and control, waste disposal, air pollution and control (dust collectors, oil desulphurisation equipment, flue gas treatment equipment, high stacks), noise and vibration prevention equipment.

Two Anti-Pollution Exhibitions have been held in Tokyo in 1971 and 1972 and both were highly successful. In particular, the 1972 Exhibition was most encouraging for the 10 British firms who participated in a joint venture co-sponsored by DTI and the Building Centre, London, and as well as sales made during the Exhibition itself all British participants anticipated increased future sales in Japan as a result.

The Third Anti-Pollution Exhibition will be held in Tokyo from March 8-13, 1973 and DTI is again offering assistance to British firms, provided there is sufficient response from industry to participate in a collective British participation on joint venture terms.

British firms manufacturing plant, equipment and instrumentation who are specifically interested in participation should write to Mr. K. R. Timmins, Department of Trade and Industry, Fairs and Promotion Branch, Tower Block, Room 004, Hillgate House, 26 Old Bailey, London EC4M 7HU (Telephone 01-248 5757, ext. 7104) by not later than July 17, 1972.

Examining items of luggage on the Sinclair-Owen & Co. Ltd. stand at the New York Leather Goods Show are Mr. Morris Grinberg, Brooklyn Luggage Co., Brooklyn, New York, Mr. G. J. B. Haldane, and Mr. C. P. O. Vidal of Sinclair-Owen.

At the New York Premium Show Mr. Ken Elcock and Mr. Will Moss of Letraset discuss exhibits with Mr. Harry Weiss of Northenberg Silvette, Union City, New Jersey, and Mrs. Lois Weiss.

Experience pays off at New York Premium Show

From the British Trade Development Office, New York

FOR the fourth year running British suppliers to the Premium trade have shown at the New York Coliseum as a joint venture group in a continuing programmed sales assault on this multi million dollar market. Most of the eight British exhibitors were at the Premium Show (May 1-4) for the fourth time.

Merchandise exhibited by the British group covered toys, linen tea-towels, cutlery, flatware in sterling silver, and also stainless steel, dinner-ware, pewter-ware, and metal-trays. These, and other items, were well suited to the Premium trade; and this was borne out by the numerous serious inquiries lodged with the exhibitors by substantial American companies.

British companies who have persisted with their selling programmes in America have learnt, in most instances, the right buying routes to take.

Inquiries received by the British exhibitors included Encyclopaedia Britannica, Tupperware, R. J. Reynolds Tobacco Co., Carte Blanche, Promotion Center of America, American Express, Peoples National Bank of New Jersey, and Premium Corporation of America. These company buyers were noting merchandise for present and future promotions.

Advance information indicated more than 10 per cent increase in show attendance over 1971. It was a highly professional show with all joint venture exhibitors reporting good results.

Design Centre exhibition on noise

THE problem of noise will be examined in a special exhibition which is being arranged at the London Design Centre from August 2-26 by the Design Council with the support of the Department of the Environment. The exhibition will show how noise can cause harm and will illustrate some of the ways in which the problem is being tackled. The major part of the exhibition will be devoted to showing research and design projects aimed at reducing noise at its source in industries as varied as transport, machine tools and building. Sound insulation methods ranging from earplugs and earmuffs to silencers for pneumatic exhausts and sound barriers for motorways will be illustrated in the exhibition, as will various types of sound measuring equipment.

Visitors will be able to test their own hearing in the exhibition and will also be able to listen to special tape-recordings which demonstrate what it is like to suffer the special characteristics of deafness caused by noise.

The British Council stand at the Warsaw International Book Fair attracted considerable attention from visitors to the show.

Medical books first choice on British stand at Warsaw Book Fair

From the British Embassy, Warsaw

A GOOD many manifestations of International Book Year—for so UNESCO has designated 1972—have already taken place. A further event in this calendar was the opening ceremony on May 14 of the 17th Warsaw International Book Fair.

The symbol of International Book Year—two figures with hands joined framed by an open book—is by now familiar in many parts of the world. It dominated the backdrop of the inaugural platform, beside the Fair's own traditional emblem. A senior UNESCO official called the attention of a distinguished international audience to the role that books play in developing closer ties between countries. And, perhaps because of this official accolade, the atmosphere of the Fair was buoyant from the very start.

Participants from 24 countries (which this year included North Vietnam) attended the Fair; among them was the strongest-ever representation of British publishers, with seven newcomers out of a total of 29 exhibitors. Last year's Fair had closed on a note of restrained optimism. Business done by British publishers during the rest of the year was considered to have justified this. The new trade agreement between Poland and Britain, negotiated last autumn, had revised the quota figure, by which the volume of British book exports to Poland is regulated. Admittedly the new figure allowed for only a 5 per cent increase; but it was at least a recognition of the direction trade is taking and the pressure of demand for British books.

Limited foreign currency

Poland is a country where the availability of foreign currency is strictly limited, where the pound must compete for attention with the deutschmark, the franc, the lire and the rest of Europe. It is interesting, therefore, to note the size of publishing output of different European countries. Britain and Germany are in the forefront (about 33,000 new titles per year) with an increasing annual output. France and Italy, on the other hand, show a small decline in the number of titles published (running at about 18,000 and 8,000 respectively).

The Poles are great readers; and the size of editions of their general books is larger than the British equivalent. This, combined with a cheap-book policy, has the effect of making British books look dear (and most German books even dearer).

It was notable at the Fair that price is not a deterrent to institutional buyers where books are really needed. On the British Council stand, which annually shows a good cross-section of British book trade output, the medical books received greatest attention, closely followed by scientific and technological subjects—books mainly in the higher price range. Much interest was also aroused this year by books on economics and management; and there was the usual keen interest in courses and readers in the English language.

British publishers of books on these subjects predominate at the Warsaw Fair, and a round-up of their reactions showed them to be well satisfied with progress made—and of the benefits arising from International Book Year.

Office equipment firms find São Paulo exhibition a useful introduction to a growing market

From the British Consulate-General, São Paulo

AT the close of the 8th Office Equipment and Services Exhibition in São Paulo on May 21, during which they were surrounded by some of the largest manufacturers in their field, the seven British firms participating agreed that it had been a worth while venture.

The increasing use of computers meant a good market for the disc packs of Mastertape Magnetic and fireproof storage cabinets of Chubb & Sons Lock & Safe Co. The forthcoming introduction of magnetic cheque numbering enabled Rank ENM to catch the market at an opportune moment for their automatic numbering machines. Increasing use of automatic cheque dispensers by the banks was good news for the other side of Chubb's activities. Letraset International were firm favourites with lettering systems marketed through their Brazilian subsidiary company and a common sight in the many office stationery shops throughout the large cities. Block and Anderson consolidated their licensees position (15,000 of their duplicating machines are now in use throughout the country) and introduced new machines from their British factory. Pegasus Prima Products found that their range of copying papers were very popular despite local competition and high import duties whilst English Numbering Machines received a steady stream of serious inquiries.

Only three of the seven exhibitors were previously making steady sales in Brazil. Apart from odd orders and inquiries, the remainder had done no business and their representatives were visiting the market for the first time. By the end of the exhibition, agents had been appointed who were helping to process the many inquiries. There seems little doubt that sales will be substantial.

Our second joint venture in Brazil has proved again that the expanding Brazilian market is ready to buy British provided that quality, delivery, and price are competitive with both foreign and national producers. Equally important, it has also demonstrated that the business goes to those who visit the country and find out for themselves. Exhibitions such as these, which bring the customer to the salesman, are an ideal introduction.

Many important contacts made at Bucharest oil, chemical, plastic, and rubber show

From the British Embassy, Bucharest

THE first of what is planned as a biennial series of exhibitions covering equipment for the oil, chemical, plastic and rubber industries, was opened on May 3 by Mr. Ion Patsan, vice-president of the Romanian Council of Ministers and Minister of Foreign Trade.

Over 150,000 people visited the exhibition which was on a comparatively small scale having only 150 exhibitors from 14 countries. West Germany dominated the event with an entire pavilion housing a group exhibit containing more than 50 firms.

The British contribution was on a more modest scale there being six companies on the joint-venture stand sponsored by the Process Plant Association in conjunction with the Department of Trade and Industry. However, the British exhibitors expressed themselves as well satisfied with the results achieved, although only one of the six firms reported signing any contracts.

The main value to be obtained from any exhibition in Romania is in the number of contacts made, many of whom it would be difficult to meet in the course of a normal business visit. Comments made by individual British exhibitors indicated that all had made numerous new contacts and consolidated existing ones.

Jiskoot Autocontrol Ltd. who were visiting Romania for the first time were particularly pleased with their participation as the contacts they made in one week would normally have required many visits. Burmah Engineering Co. made use of the opportunity to give a reception which was attended by senior representatives of the Romanian chemical and petroleum industries.

GKN Windsor featured, as their exhibit, machinery which extruded pressure pipe made from PVC powder. This was the only working demonstration of its kind in the entire show.

Overseas publicity for UK trade fairs

British commercial representatives overseas are keen to publicise UK trade fairs and exhibitions, and welcome posters and brochures from fair organisers. But material must be sent well in advance—at least three clear months ahead of the event—and in sufficient quantity—two or three dozen copies for the representative in each area. A full list of addresses of commercial representatives is published as a quarterly supplement to *Trade and Industry*.

Twenty firms in joint venture display at Amsterdam Petroleum Exhibition

From the British Embassy, The Hague

OVER 30 countries were represented on nearly 150 stands, displaying apparatus, machinery, equipment, systems and services for the petroleum industry at the second European Exhibition for Petroleum Technology in Amsterdam from May 16-20. Items on display covered exploration, refining, production and distribution. Allied products also on show included natural gas and chemical equipment.

The Netherlands is an important centre for such an exhibition as it has an enormous concentration of oil refineries and chemical plants and reserves of natural gas within the country and offshore.

Twenty firms were represented on the British joint venture and were accommodated in the main exhibition area. The British group was sponsored by the London Chamber of Commerce and Industry in conjunction with the Department of Trade and Industry. Although the majority of companies did not make concrete sales at the fair they felt that their presence had been worthwhile in keeping them in the forefront of a market that, although depressed at the moment, has enormous potential. Most members of the joint venture hope to return again in 1974.

Interest in the exhibition centered mainly on the exploration and distribution facets of the industry, and stands showing boring and drilling equipment together with floating flexible pipelines for long distance transportation of liquids drew a great deal of attention.

During the event a number of symposia were held in the International Congress Centre on offshore activities and on chemical and refining processes. These symposia were organised by the American Institute of Mining and Metallurgical and Petroleum Engineers and the Dutch Royal Institute of Engineers.

Big improvement in inquiries towards end of Milan Carpet and Furnishing Textiles Fair

From the British Consulate-General, Milan

THE third edition of the Milan Carpet and Furnishing Textiles Fair (STAR '72) took place at the Milan Fair site from May 19-23.

Almost twice the space was covered this time compared with the two previous occasions but there was not the corresponding increase in carpet exhibitors.

Britain was represented by 12 firms who took part in a joint venture sponsored by the Department of Trade and Industry and the British Carpet Export Council. Twenty-three other firms (20 Italian, one Iranian, one Danish and one Dutch) also exhibited carpets.

The nine stands which comprised the joint venture contained the exhibits of the 12 participating firms and were concentrated at the entrance to the main pavilion.

The British exhibitors reported inquiries as being few on the first two days but said there was a great improvement towards the end. The majority were delighted with the business that they had already done and expected to do in the near future as a result of their attendance at the Fair.

They were very pleased with the design and construction of the stands, the height of which had been increased by the organisers this year, which enabled exhibitors to make a much more attractive display than had been possible on other occasions.

The general impression was that all the British exhibitors intend to participate again on future occasions, some even saying they would require larger space.

Although there was no official British participation in the Furnishing Textile side of the Fair it is nevertheless worthy of note that participation from Italian and other foreign countries was very much greater than ever before.

MISSIONS and TOURS

Technical symposia in the United States

A NUMBER of bodies of high standing in the United States organise regular or special symposia for the discussion of technological questions and technical products. These symposia typically take the form of gatherings at which papers are read and discussed. A number of them are international in attendance rather than only North American. Some are associated with technical exhibitions. Some are independent of exhibitions but make provision for the display and demonstration of equipment, the showing of films, etc. The organisers frequently welcome new participants, especially if they have something significantly new to contribute. The symposia are frequently an excellent means of introducing a new product or process and of meeting Americans (and others) who are interested in the field covered by the symposium concerned.

With the assistance of the posts throughout the United States the Department of Trade and Industry has compiled a calendar of selected technical symposia taking place in the US in 1972. Copies are available from Mr. P. J. Dring, Fairs and Promotions Branch, Department of Trade and Industry, 26 Old Bailey, London EC4M 7HU.

Firms in Britain which already plan to participate in US technical symposia are invited to tell the DTI (telephone 01-248 5757, ext. 7097) of their plans. These will be passed on to the nearest post in the United States which will be available to assist the British firm's representatives as necessary during their visit.

Where British participants are presenting papers of professional or scientific interest with a view to interesting potential US manufacturers or users in purchasing British goods and the participation is part of a clearly worked out and coherent marketing plan and is sponsored by a non-profit making body, the DTI may be prepared to offer support under the Outward Mission Scheme.

CBI team in Latin America

A CBI team of senior industrialists is currently visiting Lima, Peru. The visit continues until June 10.

The leader is Mr. R. D. C. McAlpine, managing director of Baring Brothers & Co. Ltd. He is accompanied by Mr. A. B. Henderson of Livesey & Henderson; Mr. B. Nicholls, a director of Constructors John Brown Ltd.; Dr. H. J. Griffiths, a director of Powell Duffryn Technical Services Ltd.; Mr. M. Embling, a director of Power Gas Ltd. and Mr. D. C. Chalk, a member of the CBI staff.

In Peru the members of the team were due to be joined by Mr. J. Ashworth, a director of Lloyds & Bolsa International Bank Ltd. and Mr. M. D. W. McCann, First Secretary (Commercial), British Embassy, Lima.

The purpose of the mission is to explore the potential for British participation in Peru's plans for development over the next four to five years. In particular, the group will examine the opportunities in the areas of port development and construction, petrochemicals, mining extraction and equipment and metallurgy.

The group will meet leading representatives of the government, state organisations and banks.

Export tour of Africa

MR. Maurice Such, Rotaprint director departed for a five-week tour of Africa on May 31, to follow up his last visit in September 1971.

He will be visiting Nigeria, Ghana, Zaire, Zambia, Tanzania, Kenya and Uganda, to see distributors and customers having Rotaprint installations.

The company, who claim to have the widest range of offset printing machinery in the world, now exports nearly 70 per cent of its production and 'the growing markets of Africa have a high priority in Rotaprint's future overseas marketing plans,' says Mr. Such.

Most members of the British joint venture display at the Amsterdam Petroleum Exhibition—part of which is seen above—expressed the hope of returning again in 1974.

EXPORT ORDERS

£1 million contract completed to move Australian power station

Hawker Siddeley Brush Pty. Ltd., of Melbourne, has just completed a £1 million contract for moving six diesel generating sets from Hamersley Iron's power station on the Western Australian coast at Dampier to a new site at Paraburdoo, 250 miles inland. The diesel generating equipment, manufactured in the United Kingdom by two Hawker Siddeley subsidiaries, Mirrlees Blackstone Ltd., of Stockport, and Brush Electrical Machines Ltd., of Loughborough, was originally selected with the move in mind.

Almost 1,000 tons of machinery was transported along unmade roads in an area where cyclones and day temperatures over 50°C (122°F), are common. Because of the cyclones, external equipment is designed to withstand a wind velocity of 90 miles per hour.

Diesel generation is extensively used by the Australian mining companies because of its flexibility. At the opening of a new site a few generating sets can be installed and more can be added as electricity demand increases. When the mine becomes exhausted, the sets can be moved elsewhere. In this case the demand reached the point where it was economic to replace diesel power with a thermal generating station.

First orders received for new British catering equipment

Among a number of export orders announced by Imperial Machine Co.—the Croxley Green makers of industrial catering equipment—are some for machines launched at Hotelympia earlier this year.

The first of the company's new waste compactors to go overseas, has gone to Dublin airport, while a second machine is on its way to a Swedish hotel.

Mrs. Pat Beckett, Imperial's export sales manager, just back from a tour of South Africa, reports tremendous interest in the machine there. Capable of compressing waste, be it solid, wet, dry or metallic, to at least 1/5th of its original size, the first consignment of compactors for South Africa is to be shipped in July.

Studio equipment for Finnish television

An order from Finnish Television for studio equipment worth £40,000 has been won by Prowest Electronics Ltd., of Maidenhead. It was placed by Yleisradio AB, the Finnish broadcasting corporation. The equipment is for their new regional network studio being constructed in Tampere, Finland. It comprises studio mixers, as well as vision switching equipment, and is due for delivery in July.

Plant for Israel

The success of filter presses manufactured by Johnson-Progress Ltd., chemical engineers and consulting contractors, Stoke-on-Trent, Staffs, has led to an Israeli company ordering a further two filter presses valued at £35,000. The equipment will be installed as part of the process plant for the production of synthetic fibres at a factory in Ashdod.

Iraq selects British equipment

Pye Telecommunications Ltd. has received orders worth £200,000 from Iraq for radiotelephone equipment. The orders are from Forster and Sabbagh of Baghdad, the company's agents, and will supply the two-way radio needs of various customers including police and government departments.

The equipment includes 300 Pye Westminster mobile radiotelephones, single sideband radio equipment, control systems and link equipment.

A 'bumper' deal

Redman Engineering, Gloucester, one of the Redman Heenan International group of companies, has won two export orders totalling nearly £250,000 for motor bumper bar machinery. They cover a Mark II bumper bar machine for Alfa Romeo, Milan, and auto-line equipment for the Soviet Vaz vehicle factory at Togliattigrad.

As a result of the rationalisation and regrouping programme recently completed by RHI, construction of these machines will be carried out at the Atlas (Gloucester) works of Fielding and Platt, thus involving Fielding and Platt in the very core of the world's thriving motor industry.

Hong Kong is the final destination for this first ambulance to be finished by Ibis M3 Ltd. since the company transferred production from Newhaven (Sussex) to the Ibis factory at Kendal (Westmorland). The vehicle is one of 12 being made under a contract with Ford.

Instrumentation system off to Brazil

A complete instrumentation system valued at £425,000 has been supplied by Fischer & Porter Ltd. of Workington to Petroleo Brasileiro S.A. for installation in their Presidente Bernardes Refinery in Cubatao.

The order was placed by Brefcon International Ltd. as part of their £28.8 million contract with Petrobras. Finance for the project was provided by a syndicate of 14 English and Scottish clearing banks, headed by Hambros. Engineering responsibility for the plant was awarded to The Lummus Co. Ltd. of London.

The extensive modernisation of the Cubatao refinery, which is the second largest in Brazil, has become necessary to keep pace with the demand resulting from the industrialisation of the country. In 1969, this plant contributed 29 per cent of the total output of 152 million barrels from Brazilian oil refineries. The modernisation programme will increase its output by 45,000 barrels per day (16½ million barrels per year).

F & P systems are used in five separate control rooms, each monitoring, recording and controlling a particular plant area. In total, 90ft of panel length has been supplied.

Switchgear worth £100,000 for Iraq

Orders from Iraq worth well over £100,000 have been won by the switchgear division of the Aberdare group for the supply of 11kV 250MVA switchgear to various projects throughout the country.

The equipment, which is to be manufactured in the Blackwood works of South Wales Switchgear Ltd., includes 72 panels of switchgear for the Iraqi Ministry of Industry; 24 panels for installation in the Iraqi Ports Administration sulphur terminal at Um-Qasi, and 18 panels ordered by Wadi Engineering & Trading for use in a new sewage treatment plant.

Biscuit plant to be installed in South Africa

Bakers Ltd., the South African biscuit manufacturers of Durban, recently placed a £560,000 order with the South African subsidiary of Baker Perkins Holdings for a complete biscuit making plant. Most of the equipment is to be manufactured by Baker Perkins Ltd. of Peterborough, and the wrapping machines by Rose Forgrove of Leeds, another Baker Perkins subsidiary.

The plant will be installed in new premises now being built at Pinewood, near Durban, for Bakers, the country's oldest and largest biscuit manufacturers.

£12 million Czechoslovakian contract

CJB (Projects) Ltd. has been awarded a contract worth in excess of £12 million for the engineering and procurement of a high density polyethylene plant at Zaluzi, in North West Czechoslovakia. The 80,000 tonnes per annum plant will use a process developed by Union Carbide Corporation of the United States.

Won in the face of competition from German and Japanese contractors, this is believed to be the largest single contract ever signed between Czechoslovakia and the United Kingdom. The contract, which is the largest to be awarded in the petrochemical industry in the current Czechoslovak Five Year Plan, was awarded to CJB by Technoexport and the plant will be operated by Chemopetrol. It forms part of a major petrochemical complex at Zaluzi. The plant is planned to be on stream at the end of 1974.

Transmission line in demand

The Power Transmission Division of Balfour, Beatty and Co. Ltd. (a member of the BICC group) recently announced the following orders in Africa:

From the Electricity Supply Commission of South Africa for the supply and erection of 73 miles (117 km) of 400 kV three-phase single circuit overhead transmission line. Self-supporting towers will be used throughout. Work will begin soon and is due for completion in March 1974.

For the supply and erection in Kenya of 76 miles (122 km) of overhead transmission lines for the Tana River Development Co. Ltd. The consulting engineers are EPD Consultants.

The line will link Nairobi, Kamburu and Kindaruma, using both 220 kV and 132 kV single circuit overhead lines. The intermediate support structures will be stayed but angle towers will be self-supporting. BICC Wire Mill Division will supply the conductors.

From the Niger Dams Authority, Lagos, for the supply and erection of 58 miles (93 km) of 132 kV single circuit overhead transmission line from Oshogbo to Akure, using self-supporting towers. BICC Wire Mill Division will supply the conductors. The consulting engineers are Merz and McLellan.

Large shipment packed for Canada

Constantine-Lloyd Ltd., a member of the Constantine Group, has just completed the packing of one of the largest machines ever handled by the company at their Manchester Works.

A Stacker/Reclaimer manufactured by Babcock-Moxey Ltd. of Gloucester weighing 850 tons, and measuring 80 ft. high by 300 ft long was packed into fourteen 20 ft. open-top containers and 25 packing cases for shipment to Canada.

Constantine-Lloyd Ltd. were responsible for the shipment from the time of manufacture at various factories in England and Scotland, including the transportation to Manchester for packing and then final delivery to Manchester docks.

The Stacker/Reclaimer is a fully automatic machine with its own memory bank and closed circuit television system. It is capable of stacking out coal at 3,000 tons per hour and reclaiming at 2,000 tons per hour. It will be installed at the Nanticoke Plant of the Hydro Electric Power Commission of Ontario.

Prefabricated stainless steel pipework for Swedish nuclear power station

Stainless steel pipework valued at nearly £½ million is being fabricated by TI Stainless Tubes Ltd., Walsall, Staffordshire, for the GEC Turbine at BWR Unit 1 nuclear power station being built at Ringhals, Sweden, by the Swedish State Power Board.

The order, placed by GEC Turbine Generators Ltd., Rugby, involves the fabrication of 190 tons of both seamless and longitudinally welded pipework ranging in size from 42 in. (1067 mm.) od × ⅜ in. (9.5 mm.) thick to 4 in. nominal bore × schedule 5, AISI type 304L. Delivery will be direct to site in Sweden for installation in the GEC turbine condensate and feedwater system.

All fabrication is to the stringent international standards required by the nuclear power industry and all components will be subject to ultrasonic testing and every weld to X-ray examination.

TI Stainless Tubes has already supplied GEC over ¾ million feet (225,000 m.) of seamless tube valued at about £¼ million for the Unit No 1 feedheaters of the Ringhals station.

TI Stainless Tubes Limited is a member company of the Steel Tube Division of Tube Investments.

$240,000 contract for Southampton company

Gordon L. Poole & Co. Ltd. of Southampton, were recently awarded a further contract from the Turkish Government for the supply of mobile workshops for maintenance of sophisticated motorised earth moving vehicles and soil conservation equipment being used on the $50,000,000 Seyhan Valley irrigation scheme. The contract is valued at $240,000.

As this project is being financed by a World Bank loan, tenders for all the requirements had to be open to international competition, and in this instance no less than 35 foreign companies submitted tenders—German, French, Italian, Japanese, American, etc. Gordon Poole not only submitted the lowest tender, but they were also selected by the technical advisers to the Tender Board as a company who had the necessary experience and knowledge in building such equipment, having previously supplied mobile Workshops to other Turkish Government Departments.

This order follows similar contracts obtained this year by Gordon Poole from Nigeria, Sudan, and the Sultanate of Oman.

Export orders worth more than £250,000 have been won during the past three years by Motor Rail Ltd., of Bedford, with its 'U' Series hydrostatic narrow gauge locomotive. Since its introduction in 1969 nearly 50 have been supplied to overseas markets including Canada, Eire, Sweden, Zambia and Tanzania and currently more are in production for other customers abroad. The success of this particular loco in world markets is due in large measure to close co-operation between Motor Rail and a copper refinery in Zambia. Motor Rail first supplied its Simplex diesel mechanical locomotive to the refinery some 15 years ago. On the right is one of four locos which first went into service at the refinery; on the left is one of the new 'U' Series hydrostatic locos, four of which have now replaced the 'old faithfuls' in Zambia.

Liverpool men work six weeks in Oman

Telephone exchange equipment for the oilfields of Oman has been installed one month ahead of schedule by two Liverpool men from the Plessey Telecommunications Edge Lane factory. The installation of these exchanges took only six weeks.

Mr. J. Doyle and Mr. T. Coleridge, both installation engineers with Plessey, spent six weeks in Oman to install a new 100 line telephone exchange at Fahoud, Muscat, in the Sultanate of Oman.

The existing telephone exchange at Fahoud was used to enlarge the telephone exchange at Saih-al-Maleh, also in Oman to give a total of 500 telephone lines.

The contracts for the work were placed with Plessey by the Petroleum Development Co. in Oman, part of Shell International. The equipment for the new exchange was made at the Plessey Telecommunications Beeston (Nottingham) factory.

Important shipment of chemical from Teesside

Containerised shipments of pure terephthalic acid have been despatched for the first time to a company in Europe by Davies Works of the Petrochemicals Division of ICI.

This traffic marks a pioneering of the route of future exports from the Wilton, Teesside, site to European customers, including ICI subsidiaries.

A major problem of method of shipment (the customer wanted the acid delivered to its works in its own twin-hopper rail wagons which proved too high and too wide for Britain's railways) was overcome by a special working party.

It was decided that polyethylene-lined containers (as used for transporting terephthalic acid to ICI's Kilroot factory, in Northern Ireland) should be used. The containers were shipped by the Bell Line from their terminal on Teesside to Holland where, in a siding at ICI Rozenburg, (near the Bell Line depot) the chemical was transferred to the customer's rail wagons.

Terephthalic acid is used in the production of 'Terylene' polyester fibre, polyester resins and films.

A new £10 million plant is due for completion at Wilton early in 1973.

£300,000 contracts for switchgear

Leeds-based Yorkshire Switchgear, who export to more than 40 countries, recently won overseas orders worth about £300,000.

In South Africa, through their agents, they are supplying a variety of switchgear against contracts valued at £120,000. This equipment is for a number of South African electricity supply organisations, including Durban Corporation.

They are also supplying indoor metalclad 20 kV switchgear for an airport in Iran and similar equipment for a cement company in Greece.

Other orders involve 11,000 volts, 250 MVA indoor metalclad switchboards for electrical sub-stations in the Baghdad area of Iraq, and 15 kV, 500 MVA indoor switchboards for the Belgian Regie d'Electricite de la Ville de Tournai for installation in sub-stations in the Tournai area.

Lincompex now in 43 countries

GEC Telecommunications Ltd., of Coventry has received orders for Lincomplex equipment worth more than £74,000. There are now 43 countries around the world using GEC Lincompex equipment to improve their HF radio telephony services.

United States sources of supply of British consumer goods

EACH year from its records the British Trade Development Office in New York produces a buyers' guide to sources of supply of British consumer goods selling in the USA which is widely distributed to buyers in American department and chain stores and to other large potential trade buyers in the USA. It is prepared specifically for the use of American buyers and we are not able to circulate copies to British firms. Among other information, the guide lists under classified product headings the names and addresses of British exporters, gives a brief description of their products and shows the names and addresses of their United States agents or distributors. The current edition, which lists over 2,000 British suppliers, is divided into the following product classifications:

Foodstuffs, confectionery and beverages
Clothing infants' wear
  Children's wear
  Children's footwear
Women's coats and suits
  Knitwear
  Dresses
  Sportswear and casual wear
  Rainwear
  Lingerie
  Scarves, stoles and millinery
  Gloves
  Footwear
Men's outerwear
  Knitwear
Hosiery
  Sportswear and casual wear (including leather, suede and sheepskin)
  Underwear and nightwear
  Hats, scarves, neckwear, handkerchiefs
  Furnishings (ie accessories)
  Gloves
  Footwear
Fashion jewellery
Silverware, stainless steel ware and cutlery
China, pottery and glassware
Giftware (including brassware and pewter)
Handbags and small leather goods
Travel goods
Textiles—piecegoods and fabrics
  Domestic linens and blankets
Household goods
Furniture
Carpets and floorcoverings
Wall coverings
Antiques
Toys and games
Sports equipment and active sports clothing
Stationery
Books and magazines
Art prints, pictures, etchings, frames
Artists' materials, arts and crafts supplies
Radio, audio and hi-fi equipment
Tobacco, pipes and smokers' accessories
Toilet preparations
Typically Scottish, Welsh and Northern Ireland products (included also under other headings as applicable).

The task of updating this information is one of considerable magnitude. Preparations are now being made for the 1973 edition and British suppliers of consumer goods selling to the USA are invited to assist by providing the following information in the form indicated by the example below: (there is no charge for inclusion)

UK source (*a*)	US agent/importer (*b*)	Items (*c*)
Consumer Goods Manufacturers Ltd., Five Ways House, Islington Row, Birmingham 15.	John Doe Inc., 845 Third Avenue, New York NY 10022.	Silver plated and stainless steel tableware.

London Showroom or Agent: W. Smith Ltd., 35 Old Bailey, London, E.C.4.

Notes

(*a*) Where the supplier has a separate showroom/office or export agent in London or other main centre, this should be given as shown. This is useful information for the visiting United States buyer.

(*b*) The name and address of the organisation or person in the USA to whom trade buying inquiries should be directed. In the absence of any entry in this column it will be assumed that such inquiries should be made direct to the United Kingdom address(es) given in the first column.

(*c*) Brief description of the products selling in the USA. Suppliers of typically Scottish, Welsh or Northern Ireland products (eg Kilts, Scottish jewellery, etc.) should indicate this. Brand names may be quoted.

Information in this form should be sent (in duplicate please—quoting the reference ESD 10175/G) *as soon as possible* to Export Services Division (Room G3), Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU, for forwarding to the British Trade Development Office, New York by the end of June. Suppliers who have within the past year notified either the British Trade Development Office or Export Services Division/Department of Trade Regional Office of their arrangements for representation in the USA need not do so again in response to this notice, unless there has been any change in the interim. Trade Associations, Chambers of Commerce, Export Clubs, etc. having members exporting consumer goods to the USA are invited to co-operate by repeating this notice in their own bulletins to members.

ESD ext. 204

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Review of Anglo-Irish Free Trade Agreement

THE following is the text of a statement issued by the Government of the Irish Republic:

'Following the review which was carried out by the Irish Government under Article 1(5) of the Anglo-Irish Free Trade Agreement, discussions with the United Kingdom, which commenced in 1971 in accordance with the provisions of that Article, have now been concluded. The discussions concerned possible ways of dealing with difficulties found in the Irish Government's review to exist or to be threatened in specific industries.

'In the discussions, agreement was reached on new arrangements for phasing out duties against the United Kingdom on certain products—mobile homes, furniture, iron and steel, aluminium hollow-ware, agricultural machinery, woollen blankets, domestic electrical appliances, ropes, cordage and twine, saws and files, brushes and brooms, joinery, footwear. Brief particulars of the new arrangements are set out in the schedule attached. Interested firms may obtain precise details from the Department of Industry and Commerce.

'The discussions also dealt with difficulties threatened in the case of certain textile products viz bed linen and candlewick bedspreads. The Irish Government have concluded that the difficulties in these cases cannot be dealt with by agreed action, and have decided to exclude these products from the application of Article 1, Article IV or Article VI of the AIFTA. Following these exclusions, it has been decided that the duties on these products imported from the United Kingdom will not be reduced on July 1, 1972. Outerwear has already been similarly excluded from the application of the relevant Articles of the Agreement, and the duties on outerwear will likewise remain unchanged on July 1, 1972.'

Product	Agreed Tariff Regime
Iron and steel:	
Iron and steel bars, rods, etc.	The present UK rate of 10% will be retained up to the end of 1973. It will be reduced to 8% on 1.1.74, to 4% on 1.1.75 and to nil on 1.1.76.
Fabrications	The present UK rates, varying from 8% to 20% will be retained up to the end of 1973. They will be cut by one-fifth on 1.1.74 and the balance eliminated in two equal cuts on 1.1.75 and 1.1.76.
Foundry products	The present UK rates, varying from 12.8% to 16% will be retained up to March 31, 1973. They will be removed in 5 equal cuts, on 1.4.73, 1.1.74, 1.1.75, 1.1.76 and 1.7.77.
Aluminium hollow-ware	The present UK rate of 20% will be reduced to 18% on 1.7.72, to 16% on 1.4.73 and the balance of the duty eliminated in 4 equal cuts, on 1.1.74, 1.1.75, 1.1.76 and 1.7.77.
Agricultural machinery:	
Ploughs and parts Hay mowers, buckrakes, etc.	The present UK rate of 10% will be retained up to 31.3.73. It will be reduced to 8% on 1.4.73, to 6% on 1.1.74, to 3% on 1.1.75 and to nil on 1.1.76.
Domestic electrical appliances:	
Refrigerators and water heaters	The present UK rate of 20% will be reduced to 18% on 1.7.72, to 16% on 1.4.73, to 11% on 1.1.74, to 6% on 1.1.75 and to nil on 1.1.76.
Washing machines, fires, etc. Irons	The present UK rate of 16% will be reduced to 14% on 1.7.72, to 12% on 1.4.73, to 8% on 1.1.74, to 4% on 1.1.75 and to nil on 1.1.76.
Cookers	The present UK rate of 10% will be retained up to 31.3.73. It will be reduced to 9% on 1.4.73, to 8% on 1.1.74, to 4% on 1.1.75 and to nil on 1.1.76.
Furniture	The duties on some items in this category include a fiscal element. The present UK import duties, which vary from 8.6% to 17.2% will be reduced on July 1 each year, starting on 1.7.72, by 7% of the basic import duty in each case until they have been eliminated, on 1.7.77.
Blankets (woollen)	The present UK rate of 10% will be retained up to 31.3.73. It will be reduced to 8% on 1.4.73, to 6% on 1.1.74, to 4% on 1.1.75 and to nil on 1.1.76.
Ropes, cordage, twine	The present UK rate of 12.5% will be reduced to 11.5% on 1.7.72, to 10% on 1.7.73, to 7.5% on 1.7.74, to 5% on 1.7.75, to 2.5% on 1.7.76 and to nil on 1.7.77.
Saws	The present UK rate of 16% will be reduced to 15% on 1.7.72, to 14% on 1.4.73, to 12% on 1.1.74, to 6% on 1.1.75 and to nil on 1.1.76.
Files of iron or steel	The present UK rate of 12.8% will be reduced to 12% on 1.1.72, to 11% on 1.4.73, to 9% on 1.1.74, to 5% on 1.1.75 and to nil on 1.1.76.

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Product	Agreed Tariff Regime
Mobile homes	The present UK rate of 13.3% will be reduced to 12% on 1.7.72, to 11% on 1.7.73, to 7% on 1.7.74 and to nil on 1.7.75.
Brushes and brooms	The present UK rate of 22% will be reduced to 18% on 1.7.72, to 14% on 1.7.73, to 10% on 1.7.74, to 6% on 1.7.75, to 2% on 1.7.76 and to nil on 1.7.77.
Joinery	The present UK rate of 13.3% will be reduced to 12% on 1.7.72, to 9.6% on 1.7.73, to 7.2% on 1.7.74, to 4.8% on 1.7.75, to 2.4% on 1.7.76 and to nil on 1.7.77.
Footwear:	
Plastic	The present UK rate of 18% will be retained up to June 30 1973. It will be reduced to 15% on 1.7.73, to 10% on 1.7.74, to 5% on 1.7.75 and to nil on 1.7.76.
Leather, etc.	The present UK rate of 22.5% will be reduced to 20% on 1.7.72, to 15% on 1.7.73, to 10% on 1.7.74, to 5% on 1.7.75 and to nil on 1.7.76.

Turkey and East Germany

THE Turkish Ministry of Commerce announced on May 2 that under the trade agreement between Turkey and East Germany lists have been prepared of import-export goods to be traded between the two countries from April 1, 1972 to March 31, 1973. The lists of goods are available at Export Data Branch.

EDB ext. 466/467/482

Hints to business men booklets

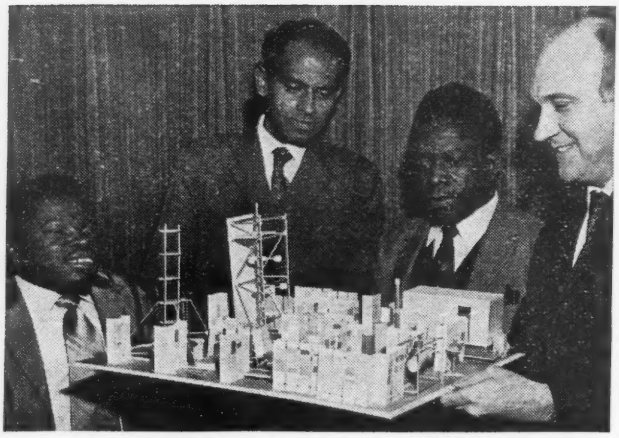
REVISED editions of the booklets on Bolivia and Paraguay, Malaysia and Brunei, Trinidad and Tobago, Venezuela and Afghanistan have been published in the 'Hints to business men' series.

British business men who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Division, Department of Trade and Industry, Room D24, Export House, 50 Ludgate Hill, London EC4M 7HU, telephone: 01-248 5757, ext. 7146, or to any Regional Office of the Department of Trade and Industry.

New addresses for British Consulates-General in Hanover and Los Angeles

THE office of the British Consulate-General, Hanover, will be moving to new premises on Monday, June 26. The address will be British Consulate-General, 3000 Hanover, Uhlemeyer Strasse 9 and 11 (Tel. 27641, telex 9 23263 a/b BCGHN D). As the routine will be disrupted for five days from June 26, the office will be able to deal only with real emergencies until Monday, July 3. Business visitors are therefore advised not to call at the Consulate-General during the five days of the move.

THE British Consulate General in Los Angeles has changed its address to: Ahmanson Centre East Building, Suite 312, 3701 Wilshire Boulevard, Los Angeles, California 90010 (tel. (213) 385-7381).



The value of a government publicity service for exporters was outlined to 14 senior commercial officials of 11 countries during a visit to the Central Office of Information. The officials are attending a three-month export promotion training course in Britain organised jointly by the Department of Trade and Industry and the British Council and financed out of Overseas Development Administration technical assistance funds. COI's Assistant Overseas Controller, Mr. Ray Dean (right), is pictured examining an exhibition model with (left to right) Mr. Henry Ojukutu Macauley, Assistant Secretary, Sierra Leone Ministry of Trade and Industry; Mr. Mangalam Thomas, Under Secretary, Ministry of Foreign Trade, India; and Mr. Sam Ng'oma, Office of the President and Cabinet, Malawi.

ECGD backs £1 million line of credit for Denmark

DENMARK will be able to purchase up to £1.25 million of British capital goods and associated services on favourable credit terms under a line of credit signed between Den Danske Landmandsbank and Midland Bank and guaranteed by the Export Credits Guarantee Department.

The credit will cover 80 per cent of the UK element of any individual contract at the fixed medium term export rate applying at the time contracts are approved. The present rate is 6 per cent. The balance of 20 per cent will be paid from the buyer's own resources and will include at least 5 per cent down payment at contract and further instalments on or before shipment. Credit repayment periods will range from two to five years from mean delivery date depending upon the value of individual contracts, which must have a minimum value of £10,000. All contracts to qualify must be placed and approved for financing by March 31, 1973.

By co-operation between ECGD and Midland Bank it has been possible to introduce a new simplified form for the credit arrangements. Contracts to be paid from the credit will be nominated by Den Danske Landmandsbank, but access will be confined to ECGD Comprehensive-type policyholders unless the contract is of a nature that would normally qualify for Specific cover.

All finance under the credit will be provided by Midland Bank and the facilities are available to any United Kingdom exporter whether a customer of Midland Bank or not.

The establishment of this credit follows the introduction of the new inter-bank export credit line recently signed between Midland Bank and Den Danske Landmandsbank, announced on April 27, 1972. It is hoped that the availability of the ECGD backed line of credit and the inter-bank credit operating alongside each other will provide the widest range of financing opportunities to United Kingdom exporters and their Danish buyers and will assist the 'trade drive' being developed in Denmark by the Department of Trade and Industry in co-operation with British industry.

TARIFF & TRADE NOTICES

European Communities

COMMON AGRICULTURAL POLICY: The texts of the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*. The French texts may be seen on application.

General. Regulation (CEE) No. 1078/72 fixes, in the sector for goods covered by Regulation (CEE) No. 1059/69 the operative date of the countervailing amounts fixed by Regulation (CEE) No. 979/72. (*Journal Officiel* No. L121, May 26, 1972)

Cereals. Regulation (CEE) No. 1052/72 relates to the conditions governing the grant of compensation in respect of soft wheat, rye suitable for breadmaking and maize in stock at the end of 1971/72. (*Journal Officiel* No. L119, May 24, 1972)

Flax and hemp. Regulation (CEE) No. 1054/72 defines the conditions governing the application of safeguard measures in the flax and hemp sector. (*Journal Officiel* No. L120, May 25, 1972)

Sugar. Regulation (CEE) No. 1076/72 lays down the procedures to be applied in respect of export levies in the sugar sector and also amends Regulation (CEE) No. 2637/70. (*Journal Officiel* No. L121, May 26, 1972) **EDB ext. 7174/408**

UNCTAD GENERALISED PREFERENCES SYSTEM: *Trade and Industry* dated January 27, 1972, contained a notice about Regulations (CEE) Nos. 2794/71 and 2796/71 relating to the opening, allocation and administration of Community tariff quotas for the period January 1 to December 31, 1972, for certain products originating in developing countries. The *Journal Officiel des Communautés Européennes* No. C51 dated May 23, 1972, contain announcements that the quotas for imports into the EEC of the following goods which were set up under these Regulations have been exhausted. With effect from May 23, 1972, imports into the EEC of the following products, when originating in the countries indicated, attract the full rate of customs duty:

EEC Common Customs Tariff no.	Description of goods	Country of origin
Regulation (CEE) no. 2794/71		
85.01	Electrical goods of the following descriptions: generators, motors, converters (rotary or static), transformers, rectifiers and rectifying apparatus, inductors: A. Generators, motors (whether or not equipped with speed reducing, changing or step-up gear) and rotary converters: II Other	Yugoslavia
85.15	Radiotelegraphic and radiotelephonic transmission and reception apparatus; radio-broadcasting and television transmission and reception apparatus (including those incorporating gramophones) and television cameras; radio navigational aid apparatus, radar apparatus and radio remote control apparatus: A. Radiotelegraphic and radiotelephonic transmission and reception apparatus; radio-broadcasting and television transmission and reception apparatus (including those incorporating gramophones) and television cameras III Receivers, whether or not combined with sound recorders or reproducers C. Parts III Other	Hong Kong
Regulation (CEE) no. 2796/71		
62.02	Bed linen, table linen, toilet linen and kitchen linen; curtains and other furnishing articles: Of cotton	Pakistan

The French texts of the Regulations and announcements referred to above may be seen on application. **EDB ext. 7174/408**

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Spain

CUSTOMS TARIFF MODIFICATIONS: The *State Gazette* of May 8 published modifications to the Spanish customs tariff. New subheading 38.19.J is introduced and J becomes 'K Other'. Both J and K attract Home Compensation Tax of 11 per cent.

Tariff no.	Description	Import duty
38.19-J	Silicon, selenium or other chemical elements which have been stimulated (Dopes) to be used in electronics, in form of discs, plates, or similar forms, polished or not, coated or not with a uniform epitaxial coating and chemical compound crystals for the same purposes	1%
K	Other	16.5%
90.10-B	Automatic machines for developing, fixing, washing, drying and which may also glaze continuous photographic paper in reels and films for use in the printing industry and radiography; electronic shears with built-in motor	1%
C	Photocopying apparatus (optical type)	20% with a minimum of 380 Ptas/unit
D	Photo-copying apparatus (contact type and insolate type)	31.5% with a maximum of 18,000 Ptas/unit
E	Thermo-copying apparatus	17.5%
F	Screens for projectors	31.5%
G	Other	31.5%
H	Parts	31.5%

EDB ext. 462/471/472/473

Yugoslavia

DEPOSITS ON FOREIGN EXCHANGE TRANSACTIONS: The Yugoslav Federal Executive Council has introduced three decisions, effective April 21, requiring the payment of deposits on foreign exchange transactions:

1. Enterprises which import equipment on credit from foreign countries are obliged to keep a dinar deposit with the National Bank until the obligation towards the foreign country is settled. Deposits are paid before submitting the report on import transactions concluded.

The deposits are as follows:

20 per cent of the credit amount if the term of credit payment is up to three years

10 per cent of the credit amount if the term of credit payment is between three and five years

1 per cent of the credit amount if the term of credit payment is over five years.

Where the imported equipment is for direct investment in developing republics and regions the deposits are:

10 per cent for the credits for projects with a term of repayment up to three years

1 per cent for credits for standard equipment with a term of ment up to three years

1 per cent for credits where term of payment is over three years.

2. The authorised banks (which issue guarantees or other forms of security for payment to foreign countries) are obliged to pay an interest-free deposit in dinars to the National Bank of Yugoslavia of the amount of 5 per cent of the value of the guarantee or security issued.

3. Enterprises and authorised banks utilising foreign financial credits as well as authorised banks which accept foreign deposits are obliged to keep a dinar deposit with the National Bank until the obligation to the foreign country is settled. The amount of deposit will be determined according to the terms of credit repayment and the period for which the term deposit is accepted. The repayment of financial credits may begin at earliest upon the expiry of 12 months from the day when it begins to be used.

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

These regulations do not apply to transactions involving joint ventures, overseas capital construction work performed by Yugoslav enterprises, and construction work and ships for export to foreign countries. **CRE ext. 2338/2339**

EXEMPTION FROM IMPORT DUTY—Specific equipment for health: It has been announced in the Yugoslav *Official Gazette* No. 19 of April 6 that certain specific equipment for use in the health service has been exempted from import duty with effect from April 7. The tariff numbers affected are:

84.18/2b	Equipment for the preparation of water for hydro-therapy (filtering, heating, dosing, etc.).
90.17/1	Pneumators; apparatuses for massage under medical control, for blood-vessel massage, for short-wave therapy and for low-frequency therapy with interference current. Electromiograph—apparatus for checking of muscle action.
90.17/2	Medical goniometers (apparatuses for gauging the mobility of joints).
90.18/2	Special baths for medical and therapeutic purposes (hydro-therapy, electro-therapy, galvano-therapy, gas-therapy and partial therapy). Physical therapeutical bicycles for rehabilitation. Aerosol therapy apparatuses.
90.28	PH meters. Electrophoresis apparatuses (Nephelometers, speedometers, etc.). Electric or electronic apparatuses for blood-cell counting.
94.02/2	Chairs which rise, move or bend mechanically. Ex stable or mobile chairs and beds with devices for rising, moving or bending gravely ill patients.

No further details are available. **EDB ext. 420/475**

REDUCTION OF IMPORT DUTY—Specific articles imported on long-term production co-operation contracts: It has been announced in the Yugoslav *Official Gazette* No. 19 of April 6, that with effect from April 7 the import duty on certain specific articles will be 12 per cent provided that they are imported on the basis of signed contracts on long-term production co-operation with foreign firms or partners and that there exists reciprocity between Yugoslavia and the country of origin of the foreign firm/partner as regards customs facilities. The goods affected fall under the following tariff numbers:

84.40/3	85.01/1a	85.06/4	85.19/1	85.19/2
84.61/2	85.06/3	85.12/8	85.19/3	85.19/2a

Products for passenger motor-car manufacturers for 1972: It has been announced in the Yugoslav *Official Gazette* No. 18 of March 30, that with effect from March 31, the import duty on certain products imported for the requirements of passenger motor-car manufacturers for 1972 will be reduced provided that they are imported on the basis of a contract on long-term production co-operation with foreign firms. Manufacturers who import the products referred to in tariff numbers 84.06, 87.05/2 and 87.06 must deposit with the customs office a certified copy of the contract

(continued on next page)

YUGOSLAVIA
continued

on long-term production co-operation and enclose with each import declaration a statement to the effect that import is carried out on the basis of a contract on long-term production co-operation quoting the number and date of such contract. The products affected are:

84.06	Internal-combustion piston motors.	25%
87.02/1a	Passenger cars. ex Unassembled passenger cars.	35%
	Passenger cars in a specially unassembled state: tin shell without built-in parts (uncoloured, coloured, lacquered or not), motor, etc.	25%
87.04/1	Passenger car chassis with motor.	35%
87.05/2	Passenger car bodies.	
	ex bodies (tin shell) for passenger cars without built-in parts, uncoloured, coloured and lacquered or not.	25%
87.06	Parts and equipment for motor vehicles referred to in Tariff nos. 87.01 87.02 and 87.03.	
	ex parts and equipment for passenger cars referred to in Tariff no. 87.02/1a.	23%

No further information is available.

Specific equipment for the slide bearings industry: It has been announced in the Yugoslav *Official Gazette* No. 22 of April 27, that the import duty for certain specific equipment for the slide bearings industry has been reduced to 10 per cent with effect from April 28. The tariff numbers affected are:

84.10/3	84.45/1c	84.45/2g	85.01/3	90.22/1
84.43/2	84.45/2a	84.45/2L	85.11/1b	90.28
84.43/3b	84.45/2c	84.48/1	90.12/1	
84.45/1a	84.45/2e2	84.59/k	90.16/4	
84.45/1b1	84.45/2e	85.01/2	90.16/6	

Specific equipment for the production of potassium compounds: It has been announced in the Yugoslav *Official Gazette* No. 22 of April 27, that the rates of duty on specific equipment for the production of potassium compounds have been reduced to 10 per cent with effect from April 28. The tariff numbers affected are:

84.10/3	84.11/2	84.17/1d	84.18/2b	84.59/k
84.10/5	84.14/c	84.18/2a-1	84.19/9	

British exporters with inquiries should indicate items in which they are interested. **EDB ext. 420/475**

Romania

DECREES AFFECTING VISITORS: The Romanian Government have issued two decrees (numbers 131 and 132) amending existing laws which could affect businessmen and tourists visiting Romania. The main burden of decree 131 is a requirement that foreigners remaining in Bucharest for periods exceeding 120 days (consecutive or accumulative) in any one year period shall register their presence with the Ministry of the Interior. The decree also sets out the regulations covering aliens who commit offences while in Romania. Decree 132 stresses the existing regulations requiring the declaration of Romanian currency and precious metals, etc. on entering and leaving the country and states the penalties for infringements against these regulations. Unofficial translations of these decrees are available on application.

CRE ext. 3381

Kenya

IMPORT CONTROL—SEEDS: The Seeds and Plant Varieties Acts, 1972, published in the *Kenya Gazette Supplement* No. 32 of May 16, gives the Minister the power to issue orders to control, amongst other things, the importation into Kenya of any seeds which (*a*) may cause deterioration of domestic types of varieties of plants by cross-pollination, physical admixture or other means; (*b*) are unsuitable for use in Kenya because they are of a type or variety which have been developed in countries with different climate, different hours of daylight or other different conditions.

ESD ext. 471/472/473/462

Zambia

IMPROVED PACKING FOR EXPORTS: In a notice published in the *Board of Trade Journal* of June 11, 1969, page 1657, exporters were advised of the need of improved packing for exports to Zambia. Complaints are still being received regularly about the standard of packaging and consequent damage to contents and exporters are again advised to pay special attention to the packing of goods that will be travelling overland from an African port to Zambia. Goods consigned via any of the overland routes would have a much better chance of withstanding the long journey and various handling stages if suppliers in Britain added two or three extra steel hoops to the crates; this would also decrease the risk of pilferage which is another common problem.

All exports consigned via Dar es Salaam will, unless other arrangements are made, be forwarded to Zambia by road via Zambia-Tanzania Road Services. This 1,200-mile route is being continually improved and the section of road lying within Zambia has been fully tarred but bitumenisation work on the Tanzania section has fallen behind schedule and is not expected to be completed before 1973. Some two-thirds of the lorry fleet now comprise covered vehicles but dust and mud still add serious hazards to the risk of damage to goods in transit. Goods consigned on the other surface routes, via Beira, Lourenco Marques, Port Elizabeth and Durban, or via rail from Lobito, also require a higher than usual standard of packing. *Unless additional precautions are taken in packaging the risk of damage or loss of goods is inevitable.* **CRE ext. 2794**

Malagasy Republic

GLOBAL QUOTAS—NEW TARIFF: Details of the global quotas for the Malagasy Republic for 1972 (April 1 to September 30) are now available. It has also been announced that a new tariff has been published, a copy of which is now held in Tariff Section, Export Data Branch. **EDB ext. 462/471/472/473**

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In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Malawi

CUSTOMS AND SURTAX TARIFF AMENDMENTS: Malawi Government Notice 82 amends the Customs Tariff in Part III—Customs Duties, with effect from May 5, by the insertion of the following sub heading:

39.00.03	Pipes, piping, tubes and tubing, rigid	—	15%	10%	10%

Malawi Government Notice 81 amends Part III of the Surtax Tariff, with effect from May 5, by the addition of '39.00.03' to the headings specified in item 1 of column 1.

EDB ext. 461/471/472/473

Angola

TARIFF REDUCTIONS: The *Boletim Oficial de Angola* No. 69 of March 22 gave details of a list of products which may now be imported into Angola with either a 100 per cent or 50 per cent reduction of duty and other charges, excluding the general customs fee surcharge. A wide range of products is affected, eg barley, glucose, minerals, chemicals, plastics, rubber, paper, textiles, and base metals. In addition, provision has been made (*Boletim Oficial* No. 76 of March 30), for certain capital goods to be excluded from duty and other charges—but not the general customs fee surcharge —when they are imported by specified industrial sectors. British exporters requiring further information should state the relevant BN numbers and give an adequate description of the goods in which they are interested. **EDB ext. 460/461**

Republic of South Africa

REBATES OF DUTY: The following alterations were notified in the South African *Government Gazette* of May 12, 1972.

Provision is made for a rebate of full duty on datura extract, hydrobromic acid and methylene chloride for the manufacture of scopolamine.

Provision is made for a rebate of full duty on solutions of plasticised polyurethane (whether or not pigmented) for finishing leather. **CRE ext. 2274**

CUSTOMS DUTY AMENDMENTS: The following changes in customs duty have been notified in the South African *Government Gazette* of May 12:

The duty on coriander is increased to 2,000c per 100 kg. less 75 per cent of fob price.

Specific provision at the rate of duty of 20 per cent is made for incense sticks and papers (BTN 33.06) and a subheading of BTN 40.14 of collapsible containers of unhardened vulcanised rubber is extended to include those of a capacity of 2 m^3 or more.

The provision for an ordinary anti-dumping duty on domestic laundry washing machines is withdrawn, and the duty on centrifuge washing machines and laundry washing machines with a dry mass loading capacity not exceeding 7 kg. is amended from 25 per cent to 3,200c each. **EDB ext. 471/472/473/462**

India

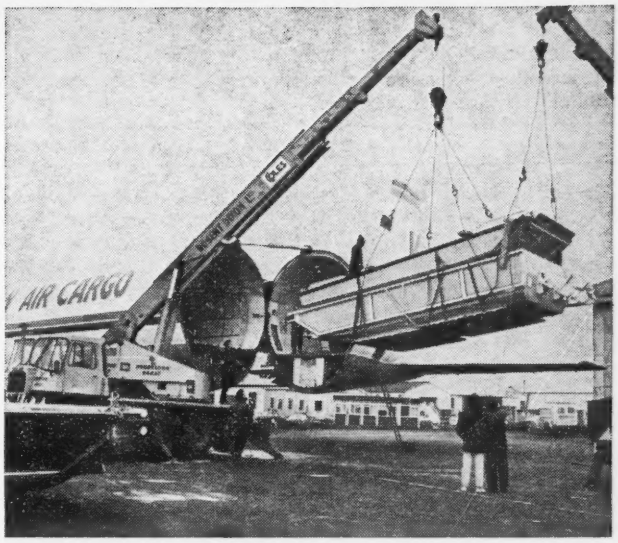
CONTROL OF REMITTANCES BY FOREIGN COMPANIES: Mr. Y. B. Chavan, the Indian Minister of Finance, announced in Parliament recently that the Government has taken a decision on the remittance facilities which would in future be allowed to wholly owned foreign companies. Remittances in respect of dividends declared by these companies, either wholly or partly out of reserves will henceforth be conditional on the Reserve Bank of India being satisfied that:

the reserves have been drawn upon only for maintaining the dividend quantum at the average of the previous five years or at 10 per cent of the paid up capital, whichever is the more;

the withdrawal on reserves does not exceed 10 per cent of the total paid up capital and free reserves of the company at the beginning of the year; and

the balance of free reserves left after the withdrawal does not fall below 15 per cent of the total of the paid up capital and reserves referred to above.

No further information is available. **CRE ext. 2277**



Rotork Sea Trucks being loaded aboard a CL44 'Guppy' at Stansted airport. The British Government are sending 12 of the 'trucks' to Bangladesh to help distribution of food and medical supplies. Developed by Rotork Marine Ltd., Bath, the craft operate fast in shallow water with a full load up, and have a big, clear deck space. The key to the versatility and load/speed performance is an air-ram effect produced by the flat hull design, which causes the craft to ride the water on a cushion of foam.

Bangladesh

IMPORT POLICY: The Bangladesh Import Policy for the period January-June 1972 has been issued. Its main provisions are as follows:

An import licence, valid for six months, is now necessary for all imports into Bangladesh;

A list of importable items has been issued with the Import Policy; goods not included in that list can be regarded as prohibited imports;

A list has been issued of items to be imported exclusively by the Trading Corporation of Bangladesh (a government agency); a further list of items may be imported either by the Trading Corporation of Bangladesh or through private importers. All other permitted imports may be effected by private importers;

Imports will normally only be permissible against irrevocable Letters of Credit;

Industrial concerns may be authorised to import requirements of raw materials and spare parts, on a minimum of six months' credit.

British exporters may obtain specific information from Tariff Section. **EDB ext. 420/475**

Government Publications in Scotland

from

Her Majesty's Stationery Office, 13a Castle Street, Edinburgh, 2

Japan

LIBERALISATION OF IMPORTS: The Government of Japan has recently announced that the following items will no longer be subject to import control:

Tariff no.	Description
02.06-1	Ham and bacon
ex 02.06-2	Meat and edible offals, of bovine animals and pigs, salted, in brine, dried or smoked
ex 03.01	Herring roe, fresh, chilled or frozen
ex 03.02	Hard roes of herring, salted, in brine, dried or smoked
17.01-1	Rock candy, cube sugar, loaf sugar and similar sugar, of beet sugar and cane sugar
17.01-2-(2)	Other beet sugar and cane sugar
20.02-2-(1)	Tomato puree and tomato paste
ex 23.07-2	Compound feeds, excluding those of more than 70 yen per kilogram cif (put up for sale by retail) in containers of a capacity not more than 25 kilograms in net weight (excluding those containing not less than 10 per cent by weight of lactose or not less than 35 per cent by weight of crude protein) and residue falling within heading no. 23.03 of the Customs Tariff Schedule (excluding residue of starch manufacture) pelletised by the addition of molasses (not more than 25 per cent by weight of added molasses); and fish soluble unfit for human consumption
ex 25.03	Sulphur of all kinds (excluding insoluble sulphur), other than sublimed sulphur, precipitated sulphur and colloidal sulphur
ex 27.10-1-(3)	Gas oils, excluding those in containers of a capacity less than 300 litres
ex 27.10-1-(4)	Heavy fuel oils and raw oils, excluding those in containers of a capacity less than 300 litres and raw oils for refining
ex 27.10-1-(6)	Other petroleum oils and oils obtained from bituminous minerals, excluding those in containers of a capacity less than 300 litres

As a result of this liberalisation, the number of items remaining subject to quota restriction on import into Japan, other than those restricted on strategic and general grounds, is reduced to 33. These are as follows:

Tariff no.	Description
ex 02.01-1	Meat and offals, of bovine animals, fresh, chilled or frozen, excluding tongue and internal organs
ex 03.01-2-(2)	Herring, cod (including Alaska pollack), yellow-tail, mackerel, sardines, horse-mackerel and sauries, excluding roes of herring, of yellow-tail, of mackerel, of sardines, of horse-mackerel and of sauries, fresh (live or dead), chilled or frozen
ex 03.02-1	Hard roes of cod (including Alaska pollack), salted, in brine, dried or smoked
ex 03.02-2-(1)	Cod (including Alaska pollack), herring, yellow-tail, mackerel, sardines, horse-mackerel and sauries, salted, in brine, or dried; 'Niboshi' (small boiled and dried fish for seasoning use)
ex 03.02-2-(2)	Cod (including Alaska pollack), herring, mackerel, sardines, yellow-tail, horse-mackerel and sauries, smoked
ex 03.03-2-(1)	Scallops and cuttlefish, live; scallops, adductors of shell fish and cuttlefish, fresh, chilled or frozen
ex 03.03-2-(2)	Scallops, adductors of shell fish and cuttlefish, salted, in brine or dried
ex 04.01	Sterilised or frozen milk and cream and other cream with fatty content 13 per cent or more, fresh, not concentrated or sweetened
04.02	Milk and cream, preserved, concentrated or sweetened
04.04-1	Processed cheese
ex 04.04-2	Other cheese (excluding natural cheese) and curd
07.05-1	Small red beans
ex 07.05-2	Broad beans and peas, excluding seeds for growing vegetables
ex 07.05-4	Other dried leguminous vegetables, excluding seeds for growing vegetables
ex 08.02-2	Oranges, fresh
ex 08.02-4	Tangerines, fresh
ex 08.11	Oranges, grapefruits and tangerines, provisionally preserved by sulphur dioxide gas or other preservative gasses
11.01-1	Wheat flour
ex 11.01-2	Rice flour, barley flour, (including naked barley flour) and flour of Kao-liang and other grain sorghums
ex 11.02-1	Groats and meal of wheat and rice, excluding germs thereof; other worked wheat and rice (eg rolled, flaked, polished, pearled or kibbled) but not further prepared, except husked, glazed, polished, or broken rice excluding germs thereof
ex 11.02-2	Groats and meal of barley (including naked barley) and Kao-liang and other grain sorghums; other worked barley (including naked barley) and Kao-liang and other grain sorghums (eg rolled, flaked, polished, pearled or knibbled, but not further prepared)
11.07	Malt, roasted or not
11.08	Starches and inulin
ex 12.01-2	Groundnuts, excluding those for oil mills
12.08-2-(1)	Edible seaweed, formed into rectangular papery sheets not more than 430 square centimetres per piece
12.08-2-(2)	Seaweeds of genus Porphyra and other seaweeds mixed with genus Porphyra, edible, excluding those falling within heading no. 12.08-2-(1) of the Customs Tariff Schedule
ex 12.08-2-(3)	Other edible seaweeds (genus Enteromorpha, Monostroma, Kjellmaniella and Laminaria)
14.05-1	Tubers of Konnyaku (Amorphophallus), whether or not cut, dried or powdered
ex 14.05-2-(2)	Other seaweeds (genus Porphyra, Emteromorpha, Monostroma, Kjellmaniella and Laminaria)
ex 14.05-4	Dates, denatured
ex 16.02-3	Other prepared or preserved meat and offals, of bovine animals or pigs; other preparations chiefly consisting of meat and offals of bovine animals or pigs
17.02-1	Grape sugar, not containing added sugar
17.02-2	Malt sugar, not containing added sugar
ex 17.02-3	Milk sugar (not containing added sugar), less than 90 per cen pure milk sugar content
17.02-4-(1)	Rock candy, cube sugar, loaf sugar and similar sugar
17.02-4-(2)-(B)	Other sugar
17.02-5	Sugar syrup
17.02-6	Caramel
17.02-7	Artificial honey
17.02-8	Sugars and syrups, other
ex 20.05	Fruit puree and fruit paste
20.06-1-(1)	Pineapples containing added sugar or spirit
ex 20.06-1-(2)	Fruit pulps containing added sugar or spirit
20.06-2-(1)	Pineapples, other
ex 20.06-2-(2)	Other fruit pulps and roasted groundnuts
ex 20.07-1-(1)	Fruit juices containing added sugar excluding lemon juice
ex 20.07-1-(2)	Other fruit juices, excluding sloe bases and lemon juice
ex 20.07-2	Tomato juice, the dry weight content of which is less than 7 per cent
21.04-1-(1)	Tomato Ketchup and tomato sauce
ex 21.04-2-(2)	Mixed seasonings, chiefly consisting of sodium glutamate
ex 21.07-1	Food preparations containing added sugar, excluding rations, peanut butter and Korean ginseng tea, excluding canned sweet corn
ex 21.07-2-(2)	Ice-cream powder, prepared milk powder for infants and other preparations mainly consisting of milk; food preparations of seaweed (genus Porphyra, Emtermorpha, Monostroma, Kjellmaniella and Laminaria); 'mochi' (ricecake), cooked rice, roasted rice flours, enriched rice with vitamin and other similar food preparations of rice, wheat and barley (including naked barley)
ex 27.01	Coal, briquettes, ovoids and similar solid fuels manufactured from coal, excluding coking coal
41.02	Bovine cattle leather (including buffalo leather) and equine leather, except leather falling within heading no. 41.06, 41.07 or 41.08 of the Customs Tariff Schedule
41.03-1	Sheep and lamb skin leather, dyed, coloured, stamped or embossed
41.04-1	Goat and kid skin leather, dyed, coloured, stamped or embossed
ex 64.02-1	Footwear, excluding those for sports and slipper, with the uppers of whole leather or of fur skin and leather in part
ex 64.02-2-(1)	Footwear (excluding those for sports and slippers), with the outer soles of leather and with the uppers of leather in part
84.52-1-(1)	Digital type electronic computers and the machines of following descriptions, if imported with digital type electronic computers; input units, output units, input-output units and memory units, designed to work in electrical connection with the computers above, and controllers belonging to the machines of all the foregoing (excluding electronic calculating machines of table type with memory capacity less than 2,000 bits, but without self-contained printing mechanism or designed not to work in electrical connection with printing devices)
84.53-1	Digital type electronic computers and the machines of following descriptions, if imported with digital type electronic computers; excluding electronic calculating punches with self-contained mechanism for reading and punching cards; input units, output units, input-output units and memory units, designed to work in electrical connection with the computers above, and controllers belonging to the machines of all the foregoing (excluding electronic calculating machines of table type with memory capacity less than 2,000 bits, but without self-contained printing mechanism or designed not to work in electrical connection with printing devices)
84.53-2	Input units, outputs units and input-output units designed to work in electrical connection with digital type electronic compurtes, excluding computer peripheral equipment, other than memory and terminal equipment, other than those specified in heading no. 84.53-1 of the Customs Tariff Schedule
ex 84.55	Parts suitable for use solely or principally with machines of a kind falling within heading no. 84.51-1-(1), 84.52-1-(1), 84.53-1, 84.53-2 of the Customs Tariff Schedule
ex 85.21-2	Mounted transistors and similar mounted devices incorporating semi-conductors (other than integrated circuits with less than 100 elements in circuit)

EDB ext. 475/420

Addresses of ECGD Local offices

The Export Credits Guarantee Department (ECGD) is a Government Department providing export credit insurance for United Kingdom exporters. Its object is to provide, on a self-supporting basis, the cheapest form of export credit insurance possible. Total business declared for the Financial Year 1970-71 was £3,225 million. The Head Office of ECGD is at Aldermanbury House, Aldermanbury, London, EC2P 2EL. Tel. 606 6699, Telex 883601. The Department's local offices are as follows:

London (City)
London postal districts E., and E.C.2 and 3, and the county of Essex.
J. V. Baker, Marlon House, 71-74 Mark Lane, London EC3R 7HS. Tel. 488 3491. (Code: 01-488 3491) Telex 886888.

London (South)
London postal districts of E.C.4, S.E.1-27 and S.W.1-20. Counties of Kent and Surrey (Greater London Council Area only).
G. J. A. Link, First Floor, Lancaster House, 70 Newington Causeway, SE1 6EG. Tel. 407 5011. (Code: 01-407 5011) Telex 888575.

London (North)
London postal districts of N., E.C.1, W.C.1 and 2, County of Hertford and Middlesex (part GLC area only).
D. A. Green, 1-4 Old North Street, Red Lion Square, WC1R 4TE. Tel. 405 8991. (Code: 01-405 8991) Telex 2633615.

London (West End)
London postal district N.W. and W. Middlesex (part GLC area only).
D. G. Hake, Waverley House, 7-12 Noel Street, London, W1V 3PB. Tel. 01-437 2292. Telex 24105.

Bedford
Counties of Bedford, Cambridge, Huntingdon, Norfolk, Suffolk and Northamptonshire.
M. J. Crane, Heron House, 49-51 Goldington Road, Bedford. Tel. Bedford 58798 (Code: 0234 58798) Telex 82350.

Belfast
The six counties of Northern Ireland.
R. H. Forsyth, River House, High Street, Belfast, BT1 2BE Tel: Belfast 31743/4 (Code: 0232 31743/4) Telex 74577.

Birmingham
Counties of Shropshire, Hereford, Worcester, Warwick, Merioneth, Montgomery, Radnor and Stafford.
B. T. Clark, Chamber of Commerce House, Harborne Road, Birmingham 51B 3DL Tel. Edgbaston 4375. (Code: 021-454 4375) Telex 33132.

Bradford
The West and North West of the West Riding of Yorkshire (excluding Barnsley, Harrogate, Otley, Pudsey, Ripon, Wakefield and Yeadon).
F. Wilmot, West Riding House, Cheapside, Bradford, BD1 4LG. Tel. Bradford 25147. (Code: 0274 25147) Telex 51161.

Bristol
Counties of Gloucester East of the Severn, Wiltshire, Dorset, Somerset, Devon, Cornwall and the Channel Islands.
W. D. Begg, Washington House, Great George Street, Bristol, BS1 5QL. Tel. Bristol 22102. (Code: 0272 22102) Telex 44248.

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Crawley
Counties of Surrey (excluding area covered by GLC) and Sussex.
F. R. Burge, Barden House, 36 Spencers Road, West Green, Crawley, Sussex. Tel. 23444. (Code: 0293 23444) Telex 87374.

Edinburgh
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J. S. Anderson, 108 George Street, Edinburgh, EH2 4LN. Tel. Caledonian 3004. (Code: 031-225 3004) Telex 72170.

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R. H. K. Hughes, 7 West George Street, Glasgow, G2 1BL. Tel. Central 3056. (Code: 041-221 3056) Telex 77130.

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W. A. Luxton, Headrow House, 42 The Headrow, Leeds, LS1 8HD. Tel: Leeds 30082. (Code: 0532 30082) Telex 55232.

Liverpool
The Welsh counties of Anglesey, Caernarvon, Denbigh and Flint: parts of Lancashire and Cheshire and the Isle of Man.
J. M. Foster, Number One Old Hall Street, Liverpool, L3 9HJ. Tel. Central 5756. (Code: 051-236 5756) Telex 62537.

Manchester
Parts of Lancashire and Cheshire and parts of Derbyshire.
W. Ford, Cheshire House, 18-20 Booth Street, Manchester, M2 4AJ. Tel. Centrla 8861. (Code: 061-236 8861) Telex 667756.

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Counties of Northumberland, Durham, Westmorland and Cumberland; part of North Riding of Yorkshire, including Middlesbrough, Redcar and Thornaby-on-Tees.
R. A. Bounds, 2 Osbourne Rofid, Newcastel upon Tyne, NE2 2BL. Tel. Newcastle 814214. (Code: 0632 814214) Telex 53305.

Nottingham
Counties of Leicester and Rutland, and parts of the counties of Nottingham, Derby and Lincoln.
A. E. Beedle, Equitable House, Old Market Square, Nottingham, NG1 2LE. Tel. 46585. (Code: 0602 46585) Telex 37566.

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K. I. Humphrey, 18 The Forbury, Reading, RG1 3EJ. Tel. Reading 580577. (Code: 0734 580577) Telex 84422.

Sheffield
The Southern triangle of the West Riding of Yorkshire (including Barnsley), and parts of the counties of Nottingham, Derby and Lincoln.
W. K. A. Oxley, 8-12 Furnival Gate, Sheffield, S1 4QN. Tel. Sheffield 29151. (Code: 0742 29151) Telex 54244.

New York
In the United States exporters can obtain assistance from the Department's resident representative for the United States anp Canada.
J. A. Dorrian, DFM, 150 East 58th Street, New York, 10022, USA. Tel. 593 2258. Telex 420543.

Australia

RESULT OF DUMPING TARIFF BOARD INQUIRIES—(1) Caustic soda: A notice was published in the *Board of Trade Journal*, November 12, 1969, to the effect that a reference had been made to the Tariff Board under the Australian Tariff (Dumping and Subsidies) Act on caustic soda (tariff item 28.17.100). The inquiry has now been completed and, as a result, dumping has been confirmed and dumping duties imposed retrospectively from October 13, 1969. Ref. CRE 2025/69.

(2) Toilet units: A notice was published in *Trade and Industry*, September 2, 1971, to the effect that a reference had been made to the Tariff Board under the Australian Tariff (Dumping and Subsidies) Act on toilet units (tariff item 84.59.900). The inquiry has now been completed and as a result, dumping has been confirmed and dumping duties imposed retrospectively from August 26,1971. Ref. CRE 1789/71. **CRE ext. 2318/2319**

TARIFF CHANGES: Details are given below of changes made in the Australian Customs Tariff by customs tariff proposals No. 7 (1972) which came into effect on May 19, and include those consequent upon the Special Advisory Authority inquiry into continuous filament raw yarns of polyamide or polyester:

AMENDMENTS OF PART II. OF THE FIRST SCHEDULE TO THE CUSTOMS TARIFF 1966-1972

Tariff item	Goods	Rate of duty	
		General	Preferential
After sub-item 51.01.3 insert the following sub-item:			
51.01.4	Raw yarn composed of not less than 50% by weight of polyamide fibre, polyester fibre or polyamide and polyester fibres, calculated by reference to the weight of man-made fibres in the yarn, not being yarn falling within sub-item 51.01.2 or 51.01.3.:		
51.01.41	As prescribed by by-law	20%	10%
51.01.49	Other	20% and a temporary duty of 45 cents per lb	10% and a temporary duty of 45 cents per lb
After sub-item 90.27.3 insert the following sub-item:			
90.27.4	Goods for use as original components in the assembly or manufacture of vehicles of a kind falling within sub-item 87.01.1, 87.02.1 or 87.03.9, not being goods falling within a preceding sub-item of this item	35%	27½%

EDB ext. 401/468/469

New Zealand

CUSTOMS TARIFF INQUIRY—IMPORT LICENSING—DIAMOND SEGMENTAL SAWS AND SEGMENTS: In its report to the New Zealand Minister of Customs, the Tariff and Development Board recommended *inter alia* that the question of protection on diamond segmental saws and segments therefor, falling within Tariff item 68.04.000, be further reviewed within the next two years. This recommendation was accepted by Government but in May 1971, at the request of one of the principal parties to the inquiry, the Board, with the agreement of the Minister, deferred the review until the present time. Accordingly, the Board will now conduct a public hearing into the question of import duties and import licensing affecting the item, in the Hearing Room, Eighth Floor, Cumberland House, Upper Willis Street, Wellington, on Thursday, August 3, commencing at 10.30 a.m.

Any person who intends to tender evidence should lodge, in typewritten form, 14 copies of public evidence and 12 copies of confidential evidence, to be presented under oath at the public hearing, with Mr. C. H. S. Rodden, Secretary, Tariff and Development Board, PO Box 5070, Wellington, not later than Friday, July 21. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at Export House (tel. 01-248 5757, ext. 401/468/469). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry. Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington (telegraphic address 'Transtrade', tel. Wellington 43-706) and requiring further information should approach the Commercial Relations and Exports Division. The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member: details may be obtained from the BTANZ. Ref. CRE 179/71.

CRE ext 2321

CUSTOMS TARIFF INQUIRIES—IMPORT LICENSING—MACHINE-TOOLS AND MACHINERY: The following three cases have been referred to the New Zealand Tariff and Development Board because of representations made following the announcement of proposed exemptions from import licensing (see *Trade and Industry* of November 4, 1971, pages 284/5).

1. Various machine-tools of Tariff heading 84.45. The Minister of Customs has referred to the New Zealand Tariff and Development Board for inquiry and report the question of the nature and extent of the protection, if any, which it considers appropriate for New Zealand industry in respect of the importation of machine-tools for working metal or metal carbides of Tariff heading 84.45, as set out in the Schedule to this notice. The Board will conduct a public hearing in the Hearing Room, Eighth Floor, Cumberland House, Upper Willis Street, Wellington, on Wednesday, August 16, commencing at 10.30 a.m. Any person who intends to tender evidence should lodge, in typewritten form, 14 copies of public evidence and 12 copies of confidential evidence, to be presented under oath at the public hearing, no later than Tuesday, July 24.

Schedule

No.	Description	Rates of duty BP	MFN	GEN
84.45	Machine-tools for working metal or metal carbides, not being machines falling within heading No. 84.49 or 84.50:			
	Band saws:			
84.45.001	As may be determined by the Minister	25%*	45%*	55%*
	Aul	15%*		
84.45.009	Other	Free	20%	25%
	Wire-drawing machines:			
84.45.011	As may be determined by the Minister	25%*	45%*	55%*
	Aul	10%*		
84.45.019	Other	Free	20%	25%
	Other kinds:			
84.45.021	As may be determined by the Minister	25%*	45%*	55%*
	Other:			
84.45.022	Lathes	Free	20%	25%
84.45.023	Drilling machines	Free	20%	25%
84.45.024	Milling machines	Free	10%	25%
84.45.025	Grinding machines	Free	20%	25%
84.45.029	Other kinds	Free	20%	25%

* Or such lower rate of duty as the Minister may in any case direct.

The BBC Export Promotion Service

The primary aim of the BBC Export Promotion Service is to report Britain's progress as an industrial and trading nation and thus help to promote a favourable climate for exports. Every day the BBC tells the world about British business, industry, finance, technology, agriculture and science. It reports British achievements, progress and know-how, using the expert knowledge of its specialist reporters. Products and manufactures are named in these industrial broadcasts and inquiries resulting are passed on to manufacturers. The BBC broadcasts overseas in English and 39 other languages. Manufacturers who have an interesting story about British inventions, new products, unusual or striking export achievements, participation in overseas fairs, visits abroad, etc., are invited to contact the BBC. Telephone the Export Liaison Manager, BBC External Services, at 01-240 3456, Ext. 2393/2039 or write; Export Liaison Manager, BBC External Services, Bush House, London WC2B 4PH.

2. Various machine-tools of Tariff heading 84.47. The Minister of Customs has referred to the New Zealand Tariff and Development Board for inquiry and report the question of the nature and extent of the protection, if any, which it considers appropriate for New Zealand industry in respect of the importation of machine-tools for working wood, etc., of Tariff heading 84.47, as set out in the Schedule to this notice. The Board will conduct a public hearing in the Hearing Room, Eighth Floor, Cumberland House, Upper Willis Street, Wellington, on Monday, August 14, commencing at 10.30 a.m.

Any person who intends to tender evidence should lodge, in typewritten form, 14 copies of public evidence and 12 copies of confidential evidence, no later than Thursday, July 20.

Schedule

No.	Description	Rates of duty BP	MFN	GEN
84.47	Machine-tools for working wood, cork, bone, ebonite (vulcanite), hard artificial plastic materials or other hard carving materials, other than machines falling within heading No. 84.49:			
84.47.001	As may be determined by the Minister	25%*	45%*	55%*
	Other:			
84.47.002	Sawing	Free	20%	25%
84.47.003	Planing and moulding	Free	20%	25%
84.47.009	Other kinds	Free	20%	25%

* Or such lower rate of duty as the Minister may in any case direct.

3. Certain machinery of Tariff heading 84.19.059. The Minister of Customs has referred to the New Zealand Tariff and Development Board for inquiry and report the question of the nature and extent of the protection, if any, which it considers appropriate for New Zealand industry in respect of the importation of certain machines classified in Tariff item 84.19.059. The Tariff provisions relating to these goods are set out in the Schedule to this notice. The Board will conduct a public hearing in the Hearing Room, Eighth Floor, Cumberland House, Upper Willis Street, Wellington, on Tuesday, August 22, commencing at 10.30 a.m.

Any person who intends to tender evidence should lodge, in typewritten form, 14 copies of public evidence and 12 copies of confidential evidence, to be presented under oath at the public hearing, no later than Tuesday, August 1.

Schedule

No.	Description	Rates of duty BP	MFN	GEN
84.19	Machinery for cleaning or drying bottles or other containers; machinery for filling, closing, sealing, capsuling or labelling bottles, cans, boxes, bags or other containers; other packing or wrapping machinery; machinery for aerating beverages; dish washing machines:			
84.19.059	Other	25%	45%	65%
	Aul	5%		
	Can	35%		

All typewritten statements (14 copies) should be lodged with Mr. C. H. S. Rodden, Secretary, Tariff and Development Board, PO Box 5070, Wellington, not later than dates quoted above. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at Export House (tel. 01-248 5757, ext. 401/468/469). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry. Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington (telegraphic address 'Transtrade', tel. Wellington 43-706) and requiring further information should approach the Commercial Relations and Exports Division. The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member: details may be obtained from the BTANZ. Ref. CRE 179/71.

CRE ext. 2321

United States

CARE LABELLING: *Trade and Industry* of February 10 stated that the United States Federal Trade Commission had announced details of a rule relating to the care labelling of textile products. The Commission has now exempted leather, suede and fur products and also men's ties from the requirements of the rule.

EDB ext. 455/456/457

Canada

CHILDREN'S CAR SEATS AND HARNESSES: The Canadian Government have issued regulations, under the Hazardous Products Act, respecting the advertising, sale and importation into Canada of children's car seats and harnesses. The regulations, which came into effect on June 1, lay down, *inter alia*, standards relating to design, restraining forces and performance tests. Copies of the regulations, and a notice issued by the Canadian Department of Consumer and Corporate Affairs explaining section 12 of the regulations which sets out the requirements in regard to the rigid components of seats and harnesses with which the head or torso of a child positioned in the product may collide, are available from Tariff Section of Export Data Branch. **EDB ext. 455/456/457**

Mexico

IMPORT LICENSING AMENDMENTS: The import into Mexico of the following items has been made subject to licence up to and including the dates indicated:

Tariff no.	Description	Terminal date
73.31.A009	Pins for explosive pistols	October 13, 1972
73.32.A013	Nails for explosive pistols	October 13, 1972
84.61.B036	Sliding jackets for oil-well control	October 23, 1972
76.15.A	Aluminium kitchen utensils, tableware, etc.	January 13, 1973
76.16.A	Aluminium kitchen utensils, tableware, etc.	January 13, 1973
71.13.A001	Silver cutlery	January 21, 1973
16.02.A006	Meat pastes	April 13, 1973
29.35.A016	Organic chemicals	April 14, 1973
29.35.A051	Organic chemicals	April 14, 1973
29.35.C106	Organic chemicals	April 14, 1973
30.05.A006	Diagnostic reagents (streptolisene O)	April 14, 1973
90.10.B	Photocopying apparatus	April 19, 1973
90.10.D	Photocopying apparatus	April 19, 1973
84.11.A025-7	Compressors	April 21, 1973
84.11.D010-1	Parts for pumps, compressors, etc.	April 21, 1973
84.15.B	Refrigeration equipment	April 21, 1973
84.17.A	Refrigeration equipment	April 21, 1973
84.18.B	Refrigeration equipment	April 21, 1973
68.04.A003	Discs, serrated and plain	April 23, 1973
84.11.A021-3	Compressors	April 23, 1973
84.11.D003-4	Parts for pumps, compressors, etc.	April 24, 1973
73.40.A022	Iron or steel moulds	April 25, 1973
82.02.A011	Saws	April 25, 1973
82.05.A002	Drills	April 25, 1973
84.10.D004	Submersible motor pumps	April 25, 1973
76.03.A	Aluminium plates, sheets, strip	April 26, 1973
76.04.A	Aluminium foil	April 26, 1973
18.06.A001	Sweets	April 27, 1973
29.23.B044	Organic chemicals	April 27, 1973
77.03.A002	Magnesium anodes	April 27, 1973
39.02.B010	Polyvinyl chloride	April 28, 1973
84.11.A011	Compressors	April 28, 1973
63.02.A005	Artificial fibre waste	April 19, 1974
70.17.A028	Microscope slides and cover glasses	April 13, 1975
29.35.A012	Organic chemicals	April 19, 1975
70.17.A008	Glass containers	April 27, 1975
49.08.A003	Transfers (decalcomanias)	April 14, 1977

EDB ext. 474/476/7312

Jamaica

IMPORT LICENSING ARRANGEMENTS: The list of exceptions to the Jamaica Open General Licence (see *Board of Trade Journal*, September 27, 1968) has been amended:

1. By the deletion of item 100(b)(c) and substituting the following:

100. Paper manufactures:

(b) Plates, table napkins, towels and facial tissues (whether in rolls, sheets or consumer packs),

(continued on next page)

JAMAICA
continued

(c) Toilet paper, whether in rolls (domestic or jumbo), sheets or consumer packs.

2. By the addition of the following:

(e) Tissue paper of all kinds (including wrapping, crepe, kite-making, etc.)

(f) Corrugating medium (paper).

Licences are now required for all these items.

EDB ext. 474/476/7312

EXPORT INDUSTRIES ENCOURAGEMENT LAW, 1956: The Jamaican Minister of Industry and Tourism is considering whether the following products should be declared 'approved products' for the purposes of the Export Industries Encouragement Law, 1956:

printed matter, bound or unbound.

'Approved manufacturers' of these products will enjoy income-tax relief, duty-free imports of building materials, plant, machinery, raw materials, etc., and other concessions. Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaican Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

INDUSTRIAL INCENTIVES LAW, 1956: The Jamaican Minister of Industry and Tourism is considering whether the following products should be declared 'approved products' for the purposes of the Industrial Incentives Law, 1956:

yarns made from natural, animal or synthetic fibres, or any combination thereof.

'Approved manufacturers' of these products will enjoy income tax relief, duty free imports of building materials, plant, machinery etc, and other concessions. The address for applications is given above.

CRE ext. 2627

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Brazil

PERIOD FOR MINIMUM VALUES EXTENDED: Resolution 1267 of the Brazilian Customs Policy Council extends by 120 days from March 15, 1972, the minimum values on formic acid and its salts, bearings and some iron and steel products, introduced by Resolution 918 of December 22, 1970.

REFERENCE PRICES: Resolution No. 1268 of the Brazilian Customs Policy Council introduces a reference price of US$8.25 per kilo of vanadium content for ferro-vanadium (Brazilian Tariff no. 73.02.14.00).

Resolution 1271 establishes a reference price for the following product: of US$3.36 cif per kilo for stannous caprylate (Brazilian Tariff no. 29.14.99.02). **EDB ext. 474/476/7312**

Customs notices of interest to exporters

THE following Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, 39-41 Mark Lane, London, EC3R 7HE.

General Notice

49	Temporary importations: international co-operation.
77E	Purchase tax-exports.
77X	Purchase tax—retail export schemes.
104	Temporary importations and exportations under ATA and ECS Carnets.
112	Authorised hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants.
112A	Charges for attendance given at private premises at the request of merchants.
118	Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs duty and purchase tax.
206	Export trade reliefs: temporary importation for process or repair.
207	Reimported goods: relief from Customs duty and purchase tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
215	Relief from Customs duty and purchase tax on importations of goods intended for export which are not otherwise eligible for relief.
275	Documentation of Exports for Statistical Purposes.
290	Export of personal and household effects.
300	Export reliefs scheduling scheme.
300A	Export reliefs scheduling scheme, supplementary particulars.
467	The New Customs Tariff and Overseas Trade Classification.

Exchange Control

Notice to Exporters. Issue dated September 1970. (Issued by HM Treasury—also obtained from any bank.)

Drawback

7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
77M	British-made cars and motorcycles; tax free sales to tourists, etc.
132	Sugar: all matters relating to the importation, warehousing and export of sugar and sugar goods, and to the use of surcharge-free sugar for certain purposes.
172	Hydrocarbon oils: drawback of duty.
218	The conditions and procedures under which drawback of import duty may be claimed on goods which are exported in the same state as they were in when imported.
219	The conditions and procedures under which drawback of import duty may be claimed upon the exportation of goods produced or manufactured in this country from imported materials.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
372	Notice to exporters and other traders regarding goods exported, shipped as stores or deposited in bonded warehouse on drawback; authorisation of signatories to drawback claims.
430	Tables of rates of sugar surcharge, distribution payments and corresponding repayments.
430A	Table of rates of sugar surcharge and distribution payment on imported invert sugar and other imported goods containing sugar and repayment rates of exported invert sugar and exported beer.

IMPORT DUTY REDUCTIONS: Resolution 1285 of the Brazilian Customs Policy Council has lowered the import duty on the following item from 45 per cent to 15 per cent *ad valorem*:

Tariff No.	Description
ex 39.03.01.03	Regenerated cellulose tube to be used in making artificial gut, of the following sizes: Diameters 18, 20, 22, 23, 25, 27, 29, 18/84 p.f. 20/84 p.f. and 23/84 p.f.

Resolution 1287 reduces the duty on the following products until March 17, 1973;

Tariff No.	Description	Duty *ad val* cif Temp. rate	Old rate
39.03.01.01	Regenerated cullulose sheets or film waterproofed	10%	70%
39.03.01.02	Other regenerated cellulose sheets or film	10%	70%

Resolution 1288 reduces the import duty on the following item from 55 per cent to 17 per cent *ad valorem* cif:

Tariff No.	Description
ex 39.02.02.99	Cyclopentadiene and/or dicyclopentadiene and/or vinyl-toluenes

Resolution 1289 reduces the import duty from 85 per cent to 25 per cent *ad valorem* cif on the following item.

Tariff No.	Description
ex 39.02.04.99	Polyester film or sheet biaxially orientated with a nominal thickness of up to 0.05mm suitable for electric condensers

EDB ext. 474/476/7312

Bolivia

LAW OF HYDROCARBONS: The Bolivian Government approved a general law of hydrocarbons on March 28. An official copy (in Spanish) of the law is now available, and an unofficial translation can be obtained upon request. **CRE ext. 2289**

Argentina

TEMPORARY BAN ON LUXURY GOODS EXTENDED: *Trade and Industry* of July 15, 1971, gave information about Decree law 2118 which introduced a one-year ban on luxury goods. It has recently been announced that this ban has been extended for a further year. No further information is available.

EDB ext. 474/476/7312

EXCHANGE CONTROL—'Non-essential' imports: Central Bank Circular No. 434, published in the Argentine *Commercial Chronicle* of May 16, stipulates that, as from the date of publication, payments for certain 'non-essential' imports must be settled in full through the financial exchange market. A list of the goods affected is given in an annex to the circular. An unofficial translation of the circular is available. British exporters requiring further information should specify the products with which they are concerned. **Payments of less than 180 days credit:** Central Bank Communique No. 74, recently issued, verifies Telephone Communication No. 2600 which specified that, as from May 2, all buying operations by both the public and private sectors for goods with payment periods of less than 180 days from the date of shipment must seek prior authorisation from the Central Bank. This will entail the provision of an import permit (Form 4008A) on which will have to be stated, among other data, the communique number, the commercial description of the goods, the value and the country of origin. An unofficial translation of this communique is available.

EDB ext. 474/476/7312

Mr. R. A. Picariello (left), managing director of Seatrain UK Ltd., with Mr. R. Young (centre) and Mr. F. Lovatt of Rolls-Royce Motors Ltd., Motor Car Division, during a visit to the Crewe factory to mark 12 months' shipping of Rolls-Royce cars to the United States by Seatrain's express container service. The United States is the largest export market for Rolls-Royce cars.

Chile

BLEACHED CELLULOSE SHEETS—IMPORT DUTIES SUSPENDED: Chilean Decree 470/72, of May 11, announced that the import duties will remain suspended until 31.12.72 on imports of: 'bleached cellulose sheets containing in the dried pulp not less than 90 per cent of alpha cellulose and intended exclusively for use in the manufacture of viscose' (falling under tariff heading 47.01). **EDB ext. 474/476/7312**

Colombia

TARIFF AMENDMENTS: Colombian Decree 570 introduced the following increased rates of duty:

Tariff no.	Description	Duty *ad val* cif
08.05.A.II	Other almonds	100%
08.05.C	Other nuts	100%
08.06.A	Apples	100%
08.06.B	Pears	100%
09.02.A	Tea in leaf, not put up for retail sale	100%
09.02.B	Other tea	150%
16.04.B.I.a	Tunny in airtight containers	100%
22.05.B.II.a	Other wine of fresh grapes in containers containing more than 5 litres	100%
37.02.A.II	Other film for cinematography	40%
37.03.B	Sensitised cloth	40%
73.33	Needles for hand sewing, hand carpet needles and hand knitting needles, bodkins, crochet hooks and the like and embroidery stilettos, of iron or steel including blanks	40%

(*continued on next page*)

PERU

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ECGD addresses

The Export Credits Guarantee Department's head office is at Aldermanbury House, Aldermanbury, London EC2P 2EL (Tel. 01-606 6699). ECGD has 20 local offices in various parts of the United Kingdom, and these are listed from time to time in *Trade and Industry*.

COLOMBIA
continued

Tariff no.	Description	Duty *ad val* cif
73.40.C	Articles of forged iron or steel, including blanks	60%
76.15	Articles of a kind commonly used for domestic purposes, builders sanitary wares for indoor use, and parts of such articles and wares, of aluminium	80%
82.03.A	Pincers, pliers, tweezers and the like	50%
82.03.E	Files and rasps	80%
82.06	Knives and cutting blades for machines or for mechanical appliances	50%
82.11.A	Safety razors and parts therefor	50%
82.11.B	Safety razor blades, finished or not	70%
82.12	Scissors and blades therefor	70%
83.07.A.I	Scialytic lamps	25%
83.07.C.I	Incandescent lamps	35%
83.07.D	Accessories and parts, including burners	60%
84.10.A	Delivery pumps fitted with a measuring device	35%
84.16.E	Other calendering and similar rolling machines, etc. (* the duty has been lowered on this item)	15%
90.05.A	Complete refracting telescopes	150%
92.01.A	Upright pianos	80%
92.01.B	Grand pianos and harpsichords	150%
92.01.C	Automatic pianos	200%
92.02.A	String instruments played by bows	80%
92.02.B	Other string instruments	80%
92.05.A	Other wind musical instruments of metal	80%
92.05.B	As 92.05.A, but of wood	80%
92.05.C	As 92.05.A but of other materials	80%
92.06	Percussion musical instruments	80%
92.12.B.IV	Other records	80%
96.02.C.II	Drawing or paint brushes	120%
97.04.B.V	Other equipment for parlour, table and funfair games for adults or children	150%

The rates of duty on the following items have been altered:

Tariff no.	Description	Duty *ad val* cif New	Duty *ad val* cif Old
Decree 168:			
89.04	Ships and boats and other vessels for breaking up	28%	250%
Decree 204:			
87.01.C	Articulated lorries	15%	30%
87.02.C.I.a.3	Other chassis with cabin for the transporting of goods	15%	30%
Decree 370:			
84.11.B.I.a	Hermetically sealed compressors	60%	35%
84.11.B.I.b	Other compressors of a capacity of not more than 3 cu. ft. and with a maximum compression of not more than 140 lb.	50%	30%
84.11.B.II	Other	50%	30%

SPECIAL CONCESSIONS: Under Decree 704 'parts and accessories classified under tariff heading 84.55, which are to be used for assembling or manufacturing the machinery and apparatus of headings 84.51 to 84.54, shall be subject to a duty of 50 per cent instead of 80 per cent.'

PRIOR DEPOSITS: Resolution 14 of the Colombian Monetary Board introduced revised prior deposit rates in respect of certain tariff headings, as follows:

Deposit 1 per cent fob value:
84 63.B.II

Deposit 10 per cent fob value:

01.05.A.I	29.01.B.I	29.35.G.I.b	73.18.B.I	85.01.B.III.a
01.05.A.II	29.05.A.II	40.05.A	84.61.A.III	85.01.B.III.b
01.05.A.III	29.23.D.V	73.10.A	84.63.B.IV	85.01.B.III.c

Deposit 30 per cent fob value:

28.18.B.I	29.08.C.I	29.11.E.I	29.23.E	74.07.A.II
28.40.C.II.e	29.08.C.III	29.14.A.I.c.1	29.31.B.V	85.04.A
29.01.D	29.08.C.IV	29.14.A.I.c.2	29.35.G.I.a	85.04.B
29.03.B.VI	29.08.C.VIII	29.14.A.II.c.4	56.03	85.04.C
29.04.A.V	29.08.E.III	29.14.A.II.c.5	70.14.A.II.a	85.19.B.II
29.05.B.I	29.10.B	29.21.A	73.21.D	91.05
29.08.B.I				

Deposit 50 per cent fob value:
28.45H

Resolution 30 of the Colombian Monetary Board introduced revised prior deposit rates in respect of certain tariff headings, as follows:

Tariff no.	Description	Deposit fob
25.18.B	Calcined dolomite	30%
25.18.C	Agglomerated dolomite	30%
38.12.A	Prepared glazings and prepared dressings	30%
38.19.P	Mixtures of glycerol mono-di and tri-stearate, which do not have the character of artificial waxes	30%
48.07.C.VI.A	Fourdinier paper and paperboard water-proofed with latex, polyvinyl chloride and nitryl rubber in a concentration of not more than 52 per cent	10%
53.01.A	Greasy or fleece-washed sheep's or lamb's wool	1%
53.02.B	Washed or degreased sheep's or lamb's wool	1%

EDB ext. 474/476/7312

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.....

Wire exporter advises: don't stretch your luck.

This Sheffield company makes over 2,500 tons of wire and wire products a week. Last year its export turnover was £2.5 million – a 400% increase in overseas sales in ten years.

How is it done – in the face of intensive price competition from Europe and Japan?

No cover, no entry

Managing Director Mr M.H.V. attributes his company's success to policies of continual plant modernisation and adventurous marketing tempered with realism.

New plant helps keep prices competitive. Bold marketing means going hard into any countries where business is possible. Realism means insuring with ECGD – against bad debts and sterling transfer and other financial risks.

'Without ECGD cover,' says Mr M.H.V., 'we just couldn't market to some areas because of economic risks – fears that they might run out of sterling and so on.'

Security aids growth

The company's bold policy – backed by ECGD cover – has paid off. Now they're developing new uses for wire, and finding plenty of growth potential in industrial, agricultural and consumer products.

If you're in exporting, it's folly to stretch your luck further than you need. Talk about export credit insurance this week to your local ECGD Manager, or write for the free fully-explanatory booklet to Information Section, ECGD, Aldermanbury House, Aldermanbury, London EC2.

Export Credits Guarantee Department:
London, Bedford, Belfast, Birmingham, Bradford, Bristol, Cardiff, Crawley, Edinburgh, Glasgow, Leeds, Liverpool, Manchester, Newcastle upon Tyne, Nottingham, Reading, Sheffield.

ECGD
Export with an easy mind

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